

FIG.1

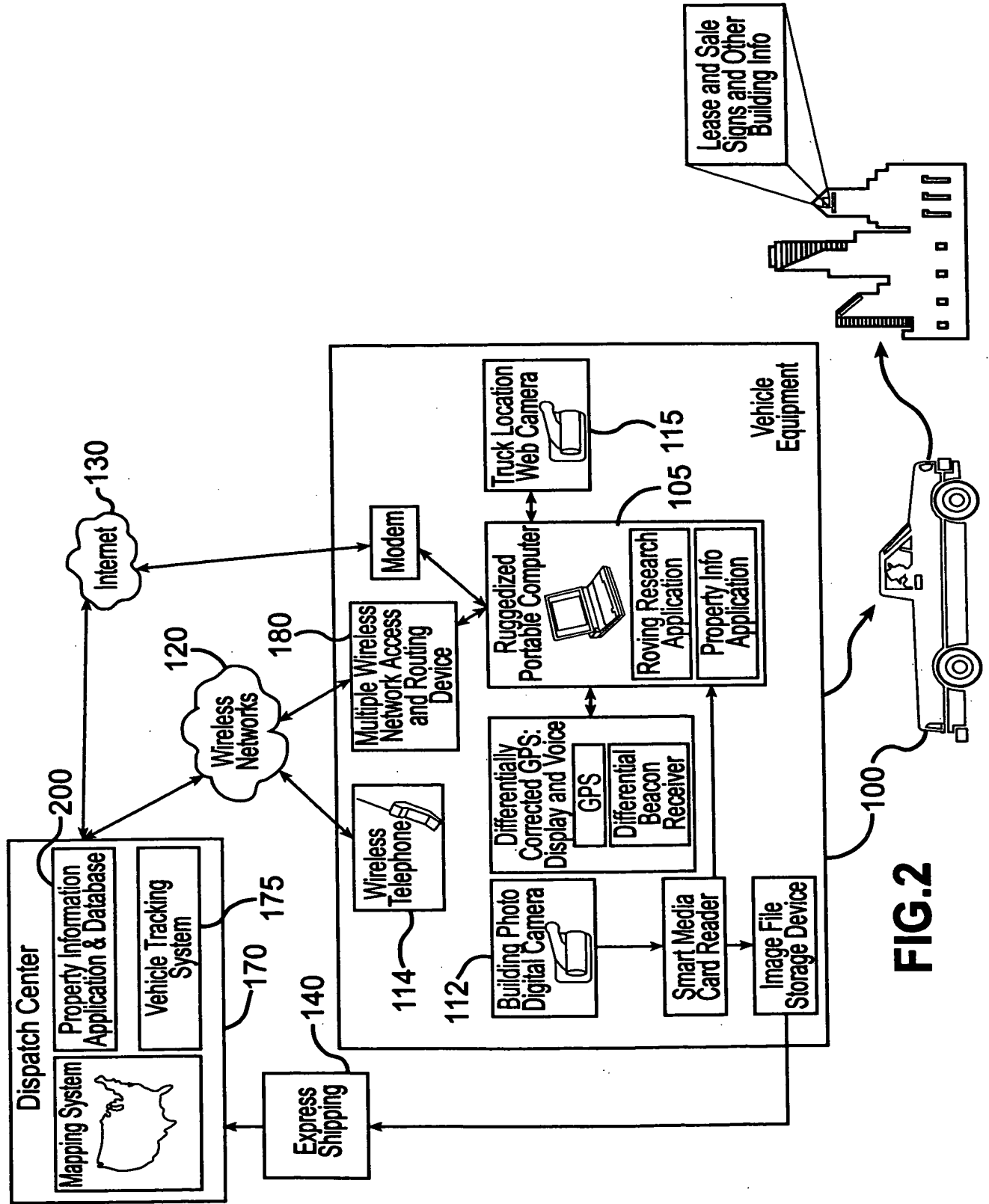


FIG.2

# Electronic Commerce Segments

**-CoStar Group**  
**-LoopNet/HomeStore (\$20-100MM)**  
**-Property First (\$40MM)**  
**-COMPS, COM (CoStar)**

**Comparable Sales Info:**

**-COMPS.COM (CoStar Group)**

**Industry News:**

- CoStar Group
- RE/locate (\$18MM)
- Smith Guide
- CommercialSpace.com
- Realcentric
- COMRO.com
- Cushman & Wakefield

- CoStar Group
- TWR
- Landauer (G&E)
- REIS (\$5MM)

- LoopNet
- Black's Guide
- City Feet
- CubitZ (\$3MM)

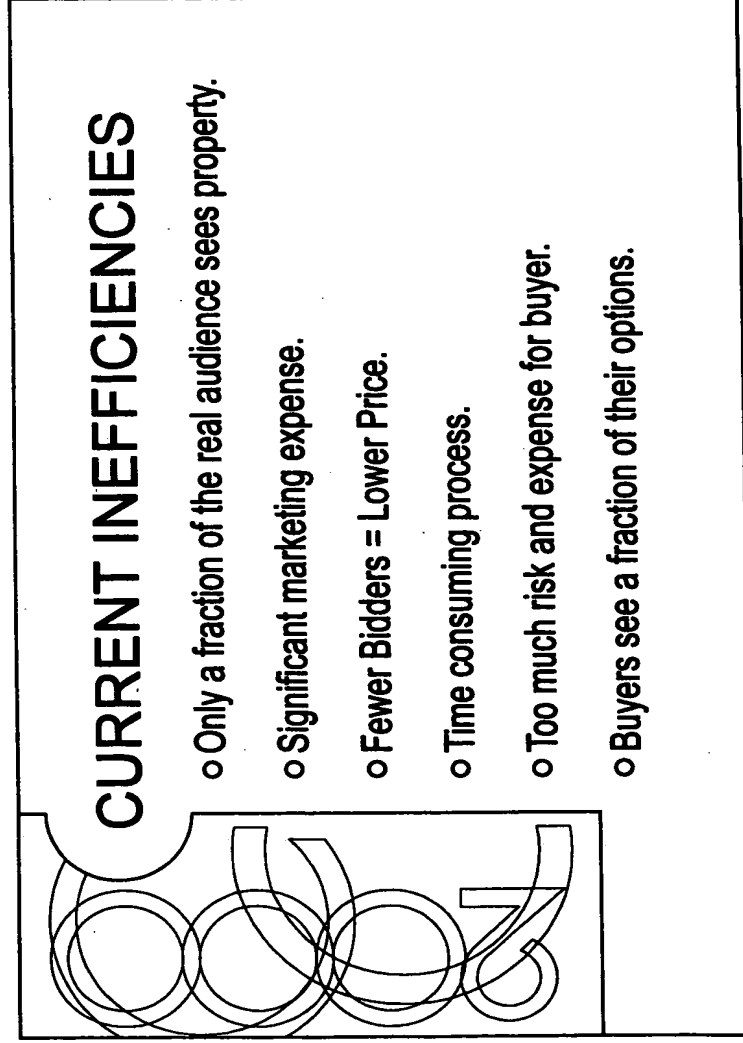
- CoStar Group
- Commercial Property News
- National Real Estate Investor
- REIForum
- Inman
- VertiNews

## -CoStar Group -Black's Guide

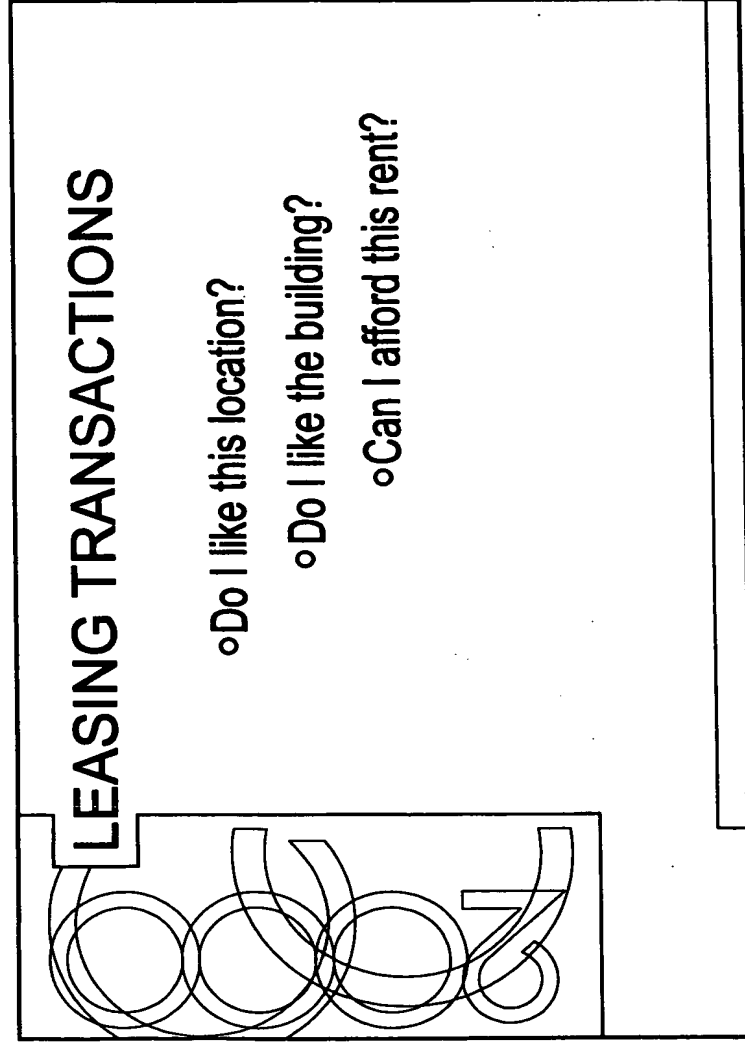
- ARES (CoStar Group)
- ARGUS Software
- The Jameson Group (no relation)
- Bidcom (\$40MM)
- Cephren (\$41.5MM mezzanine)

- CoStar Group
- Dunn & Bradstreet
- Info USA
- Cognetics

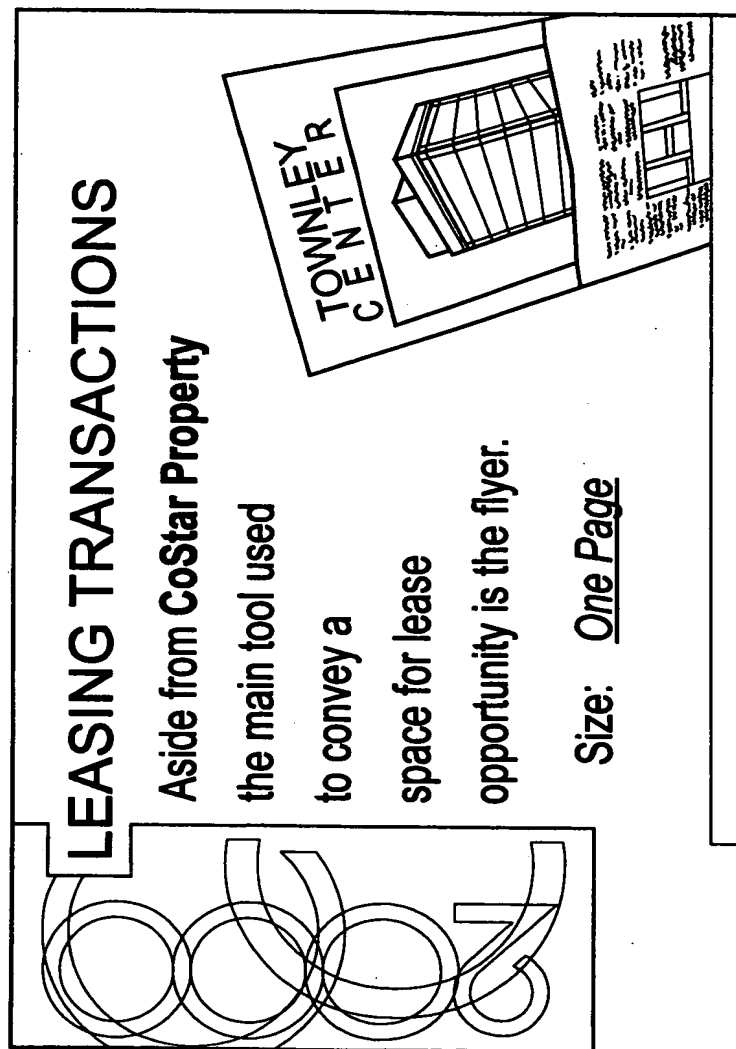
# FIG. 3



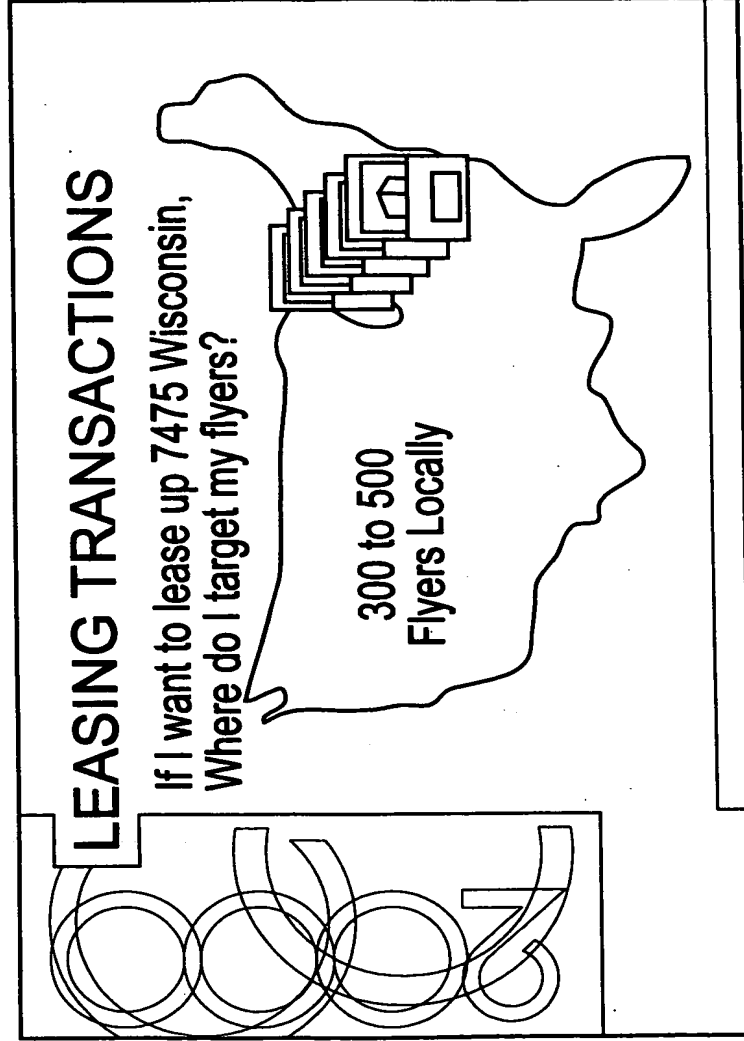
**FIG.4**



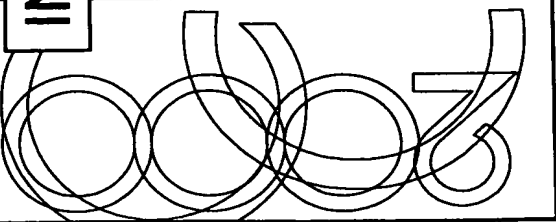
**FIG.5**



**FIG.6**



**FIG.7**

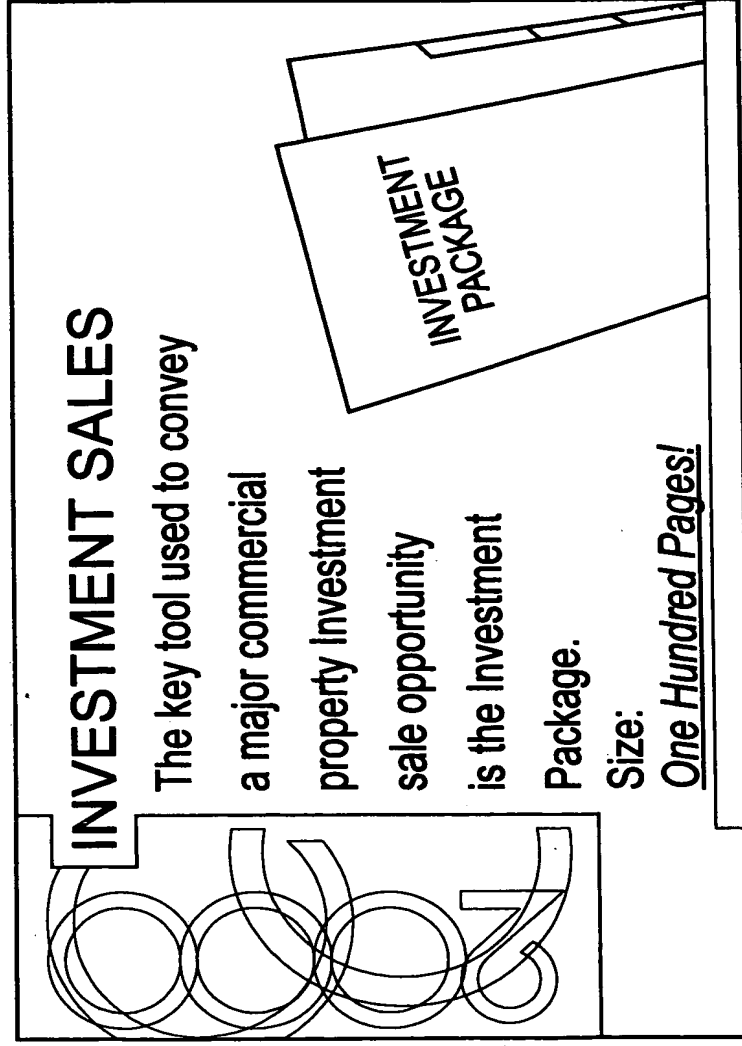


## INVESTMENT SALES

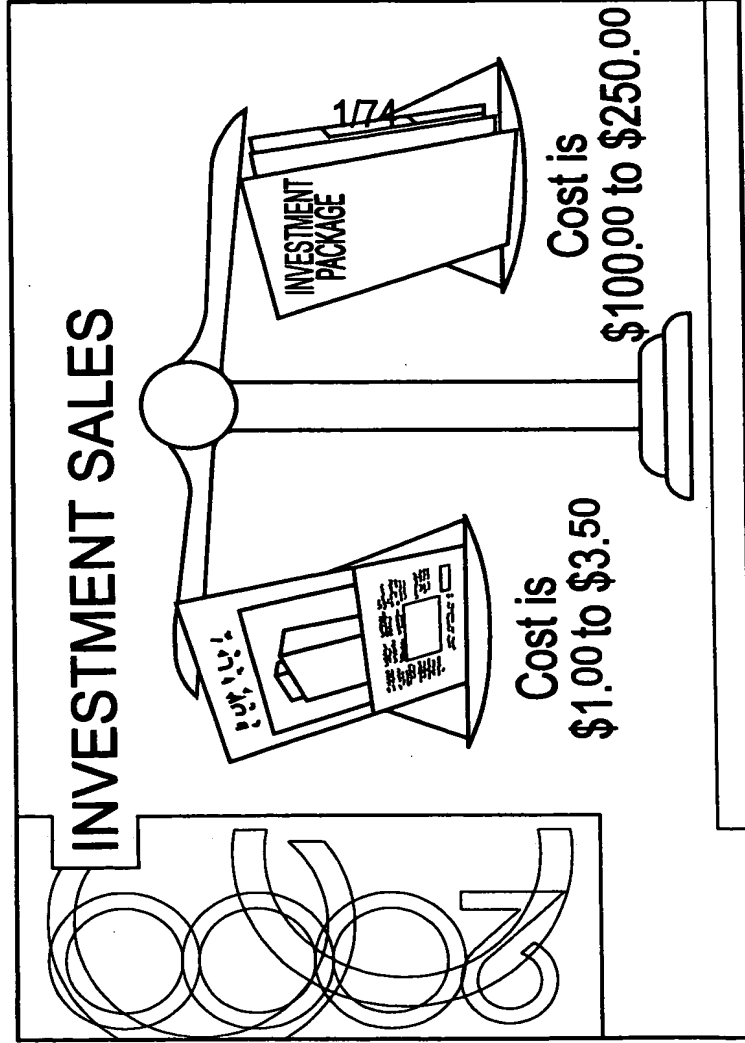
- Is this the right type of property?
  - Do we invest in properties in this area?
    - Is this building leased up enough?
    - When do the tenants leases expire?
    - Are these good credit tenants?
    - Does this building have enough income?
    - When these tenants lease roll will I get good rents?
      - Does this market have a low vacancy rate such that I can re-lease quickly?
  - When I have to re-lease, who will my competitors be?
- Based on other sales in this area is this a fair price?
- What multiple of revenues are other buildings selling for?
- Can I get reasonable financing for this property?
  - Will you accept an offer of \$35 million?
  - Will you accept these legal terms of sale?
  - Did my engineers find structural or environmental flaws?

FIG.8

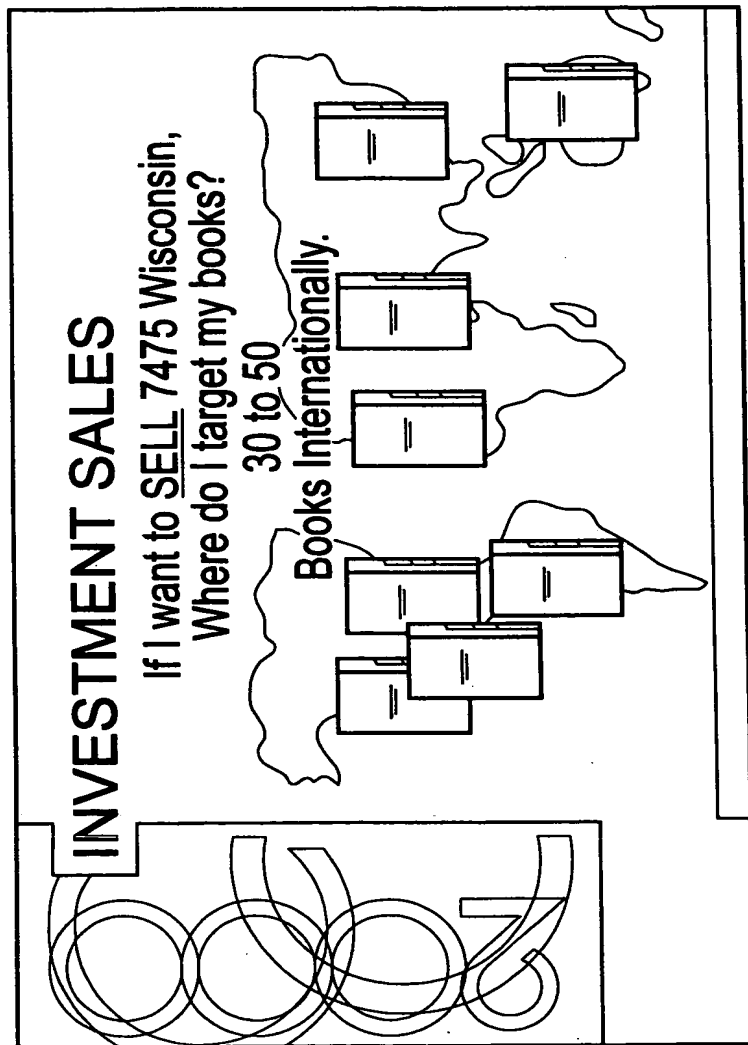




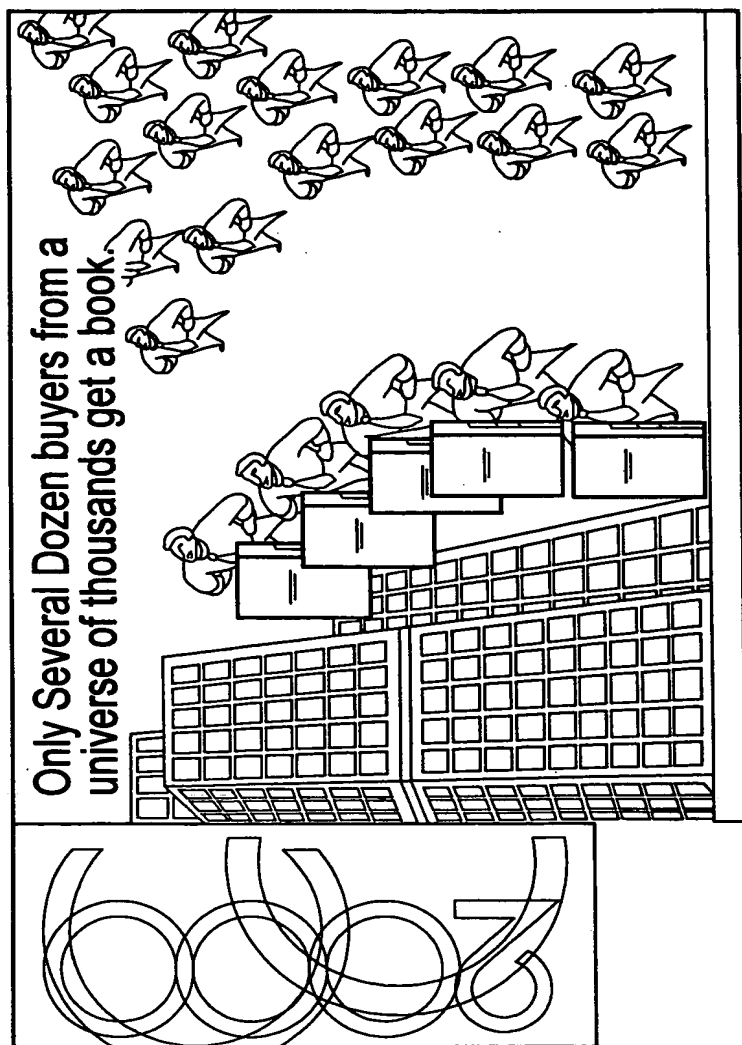
**FIG.9**



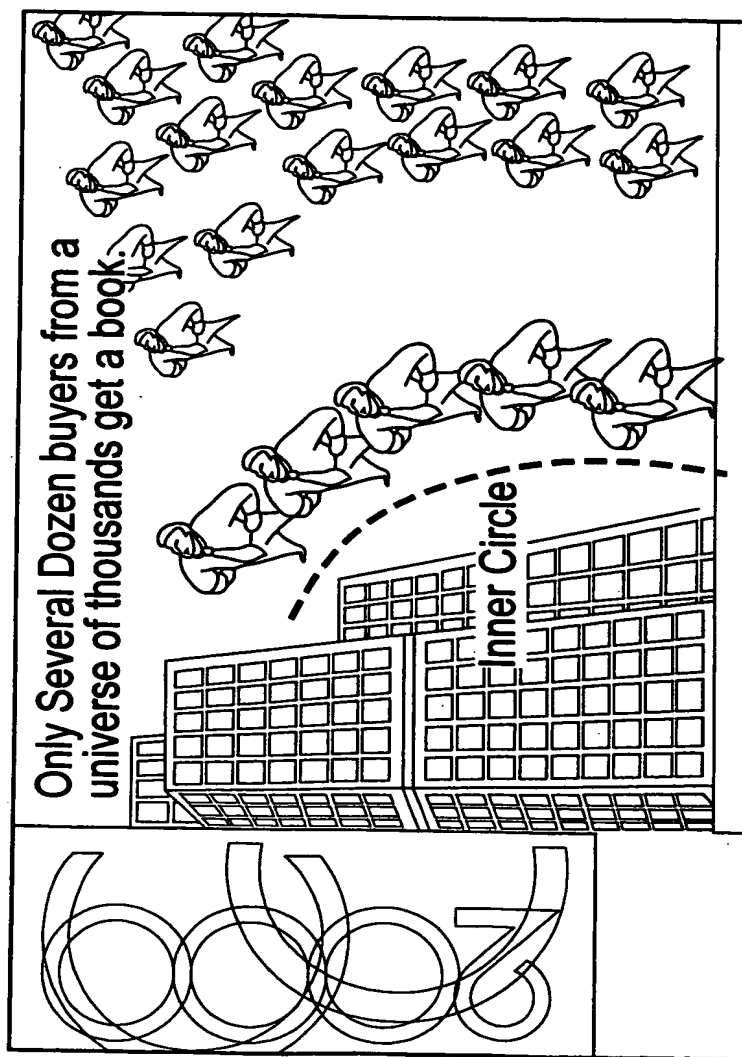
**FIG.10**



**FIG.11**



**FIG.12**



**FIG.13**

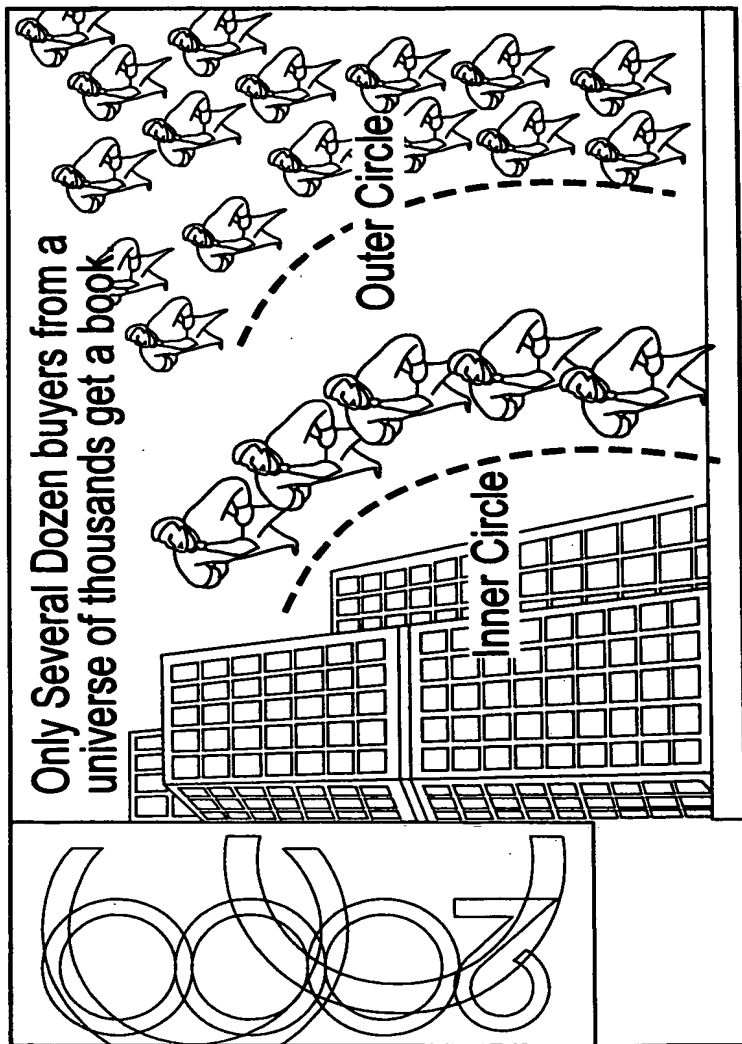


FIG.14

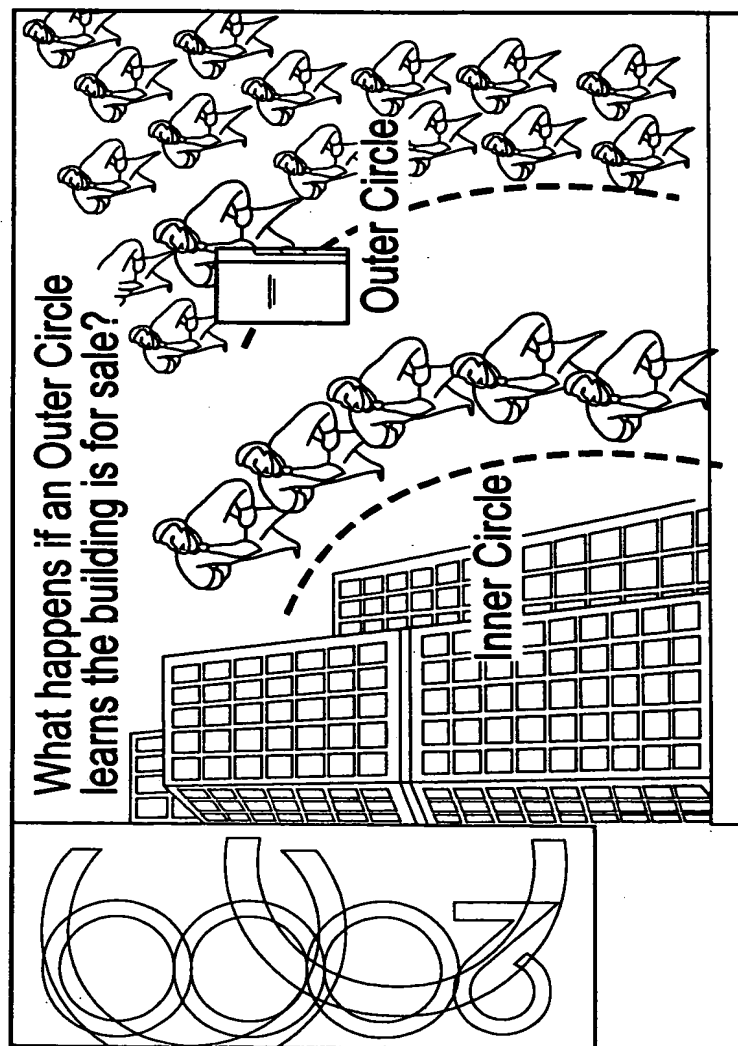


FIG.15

	CONCOURSE
Section Two: Property Description	
Section Three: Market Overview	
Section Four: Competitive Leasing Analysis	
Section Five: Comparable Sales	
Section Six: Tenancy	
Section Seven: Financial Analysis	

TABLE OF CONTENTS

Section Two: Property Description

Section Three: Market Overview

Section Four: Competitive Leasing Analysis

Section Five: Comparable Sales

Section Six: Tenancy

Section Seven: Financial Analysis

= Supplied by the Seller!

**FIG. 16**



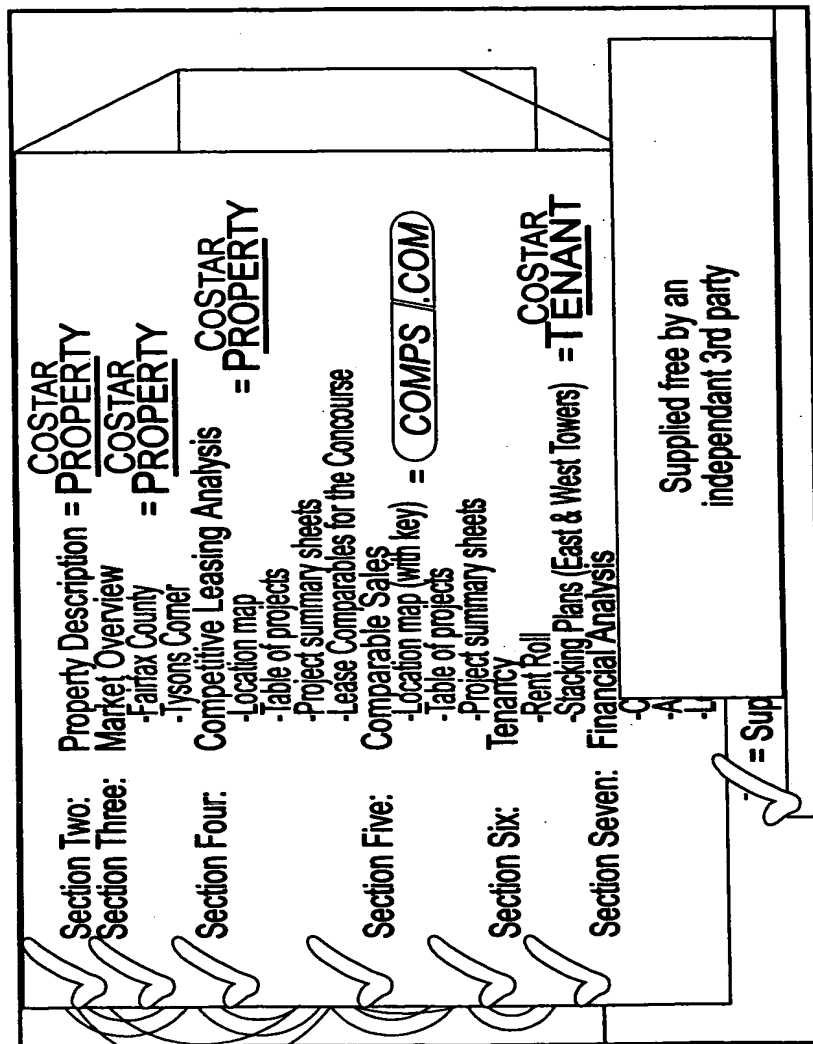
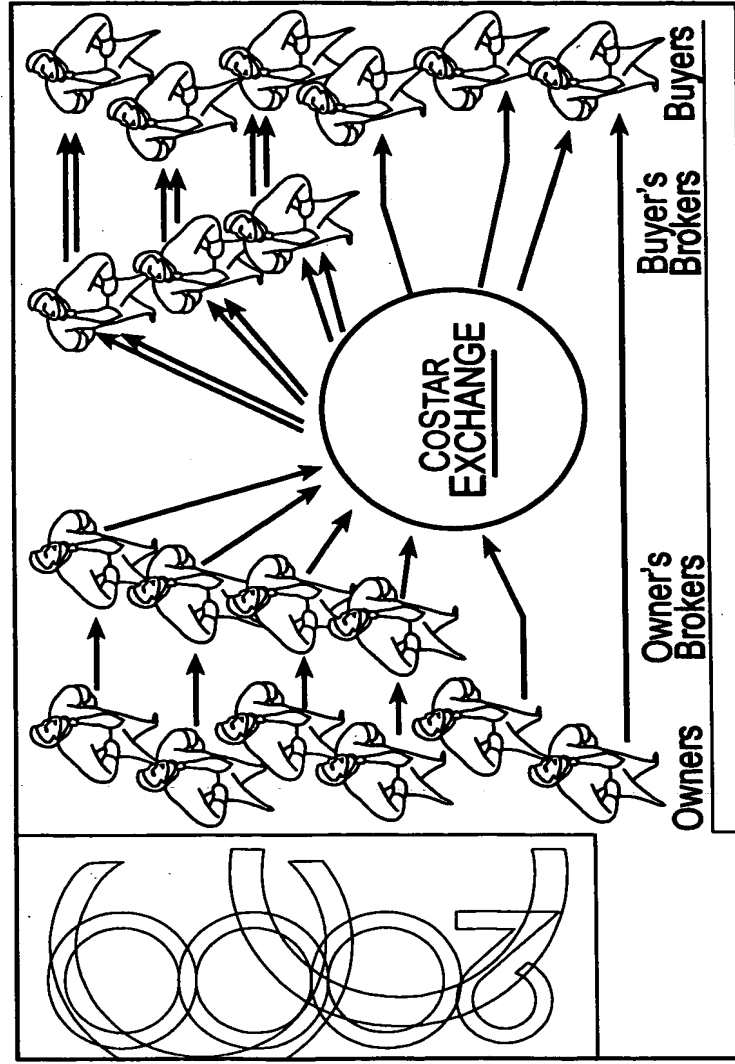


FIG.17



**FIG.18**

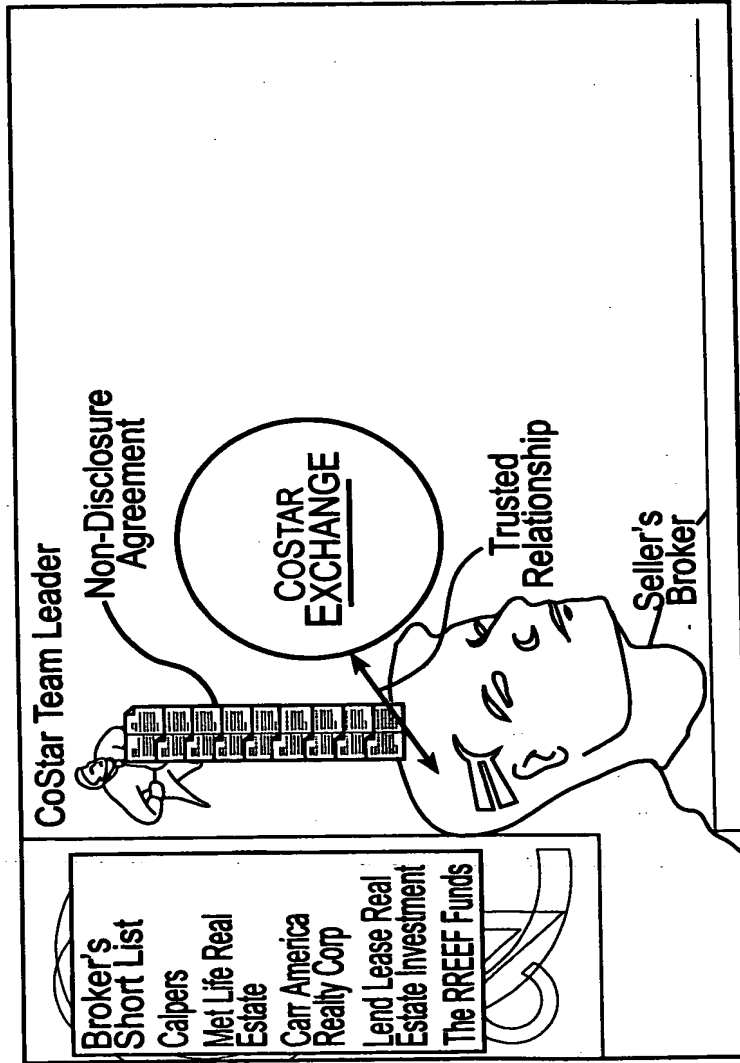


FIG.19

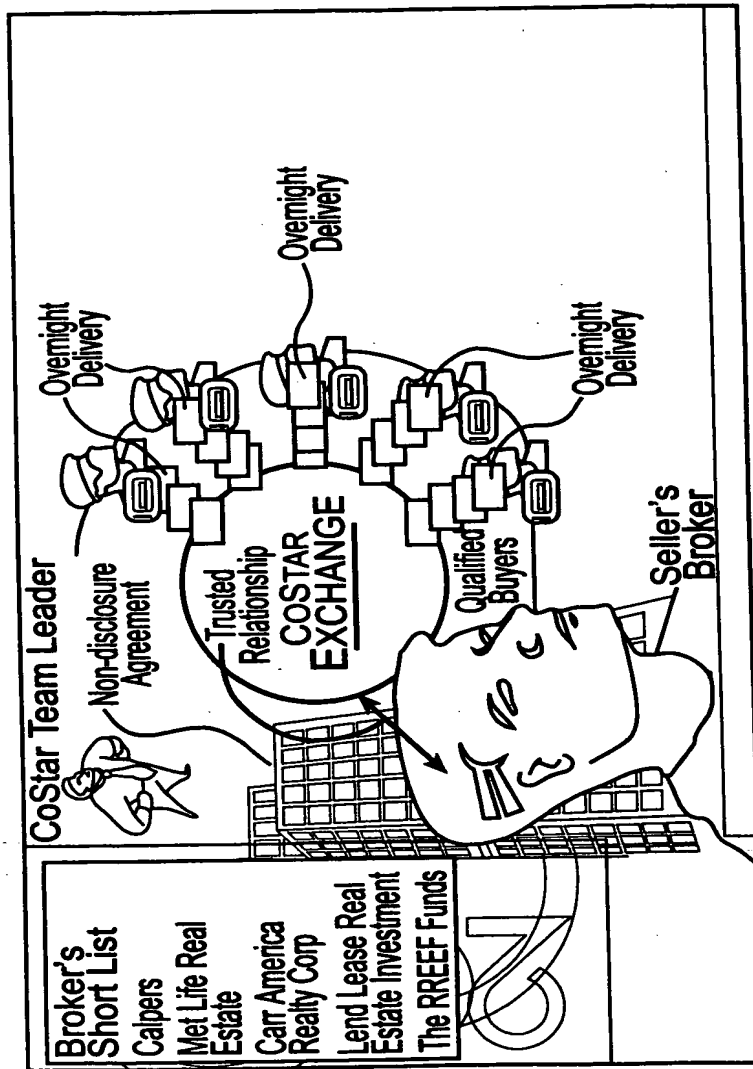


FIG.20

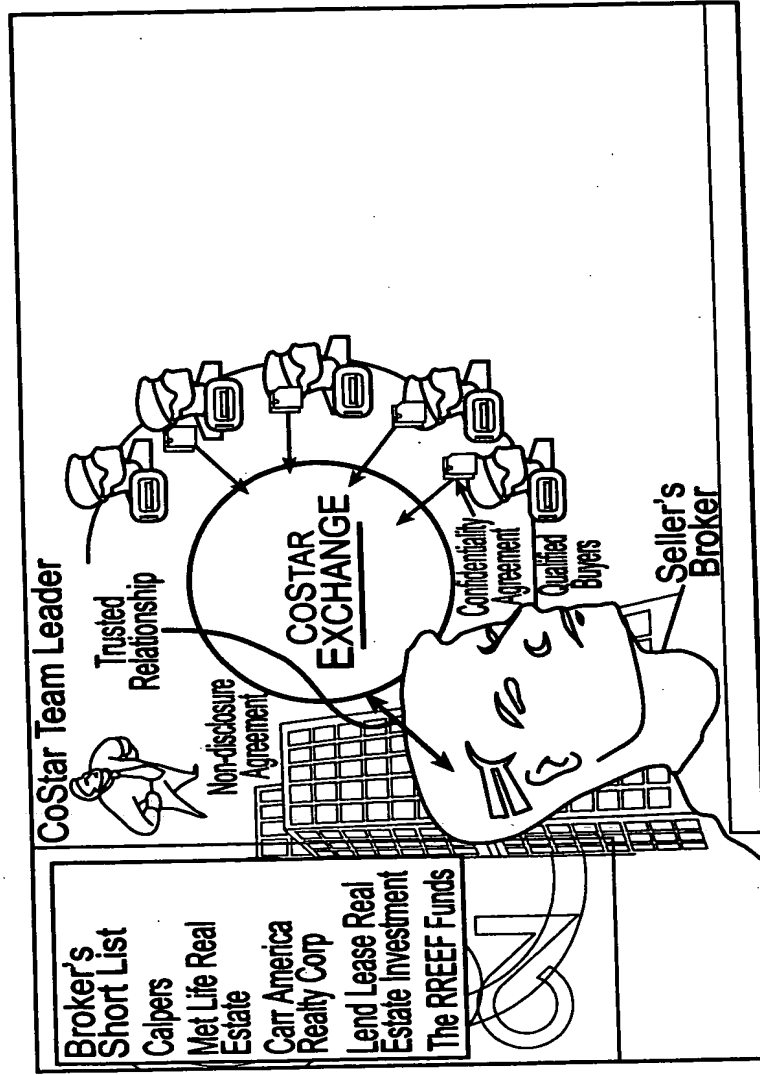


FIG.21

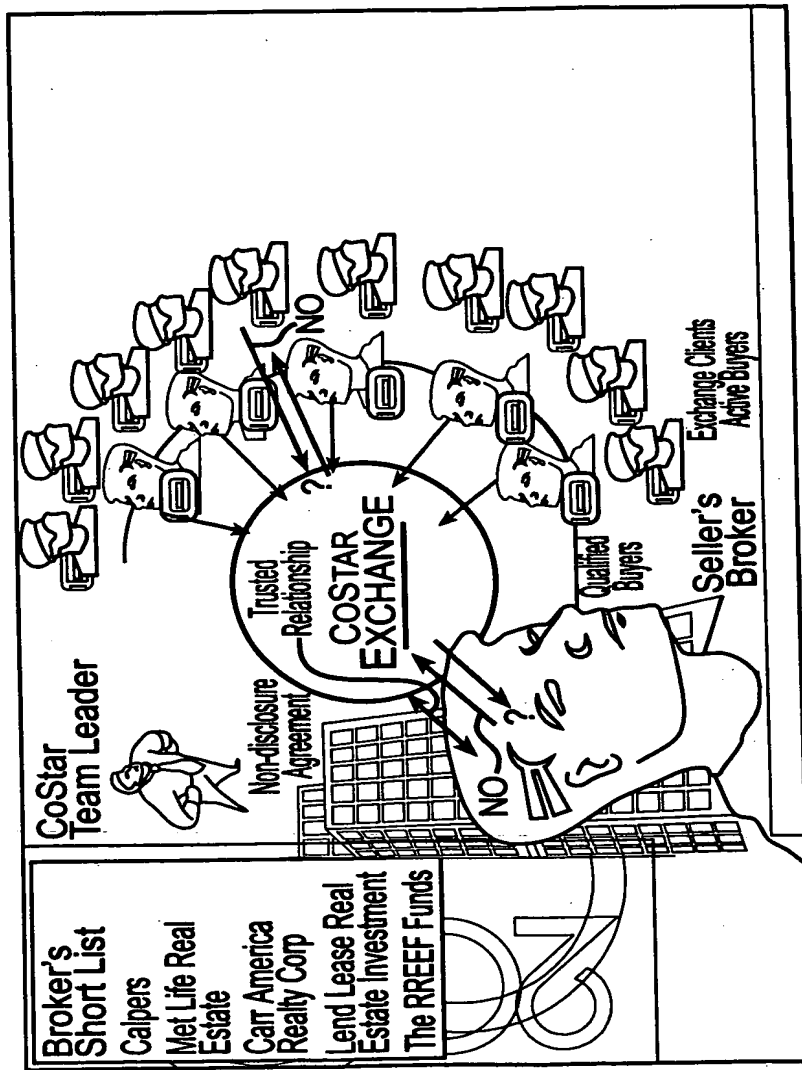
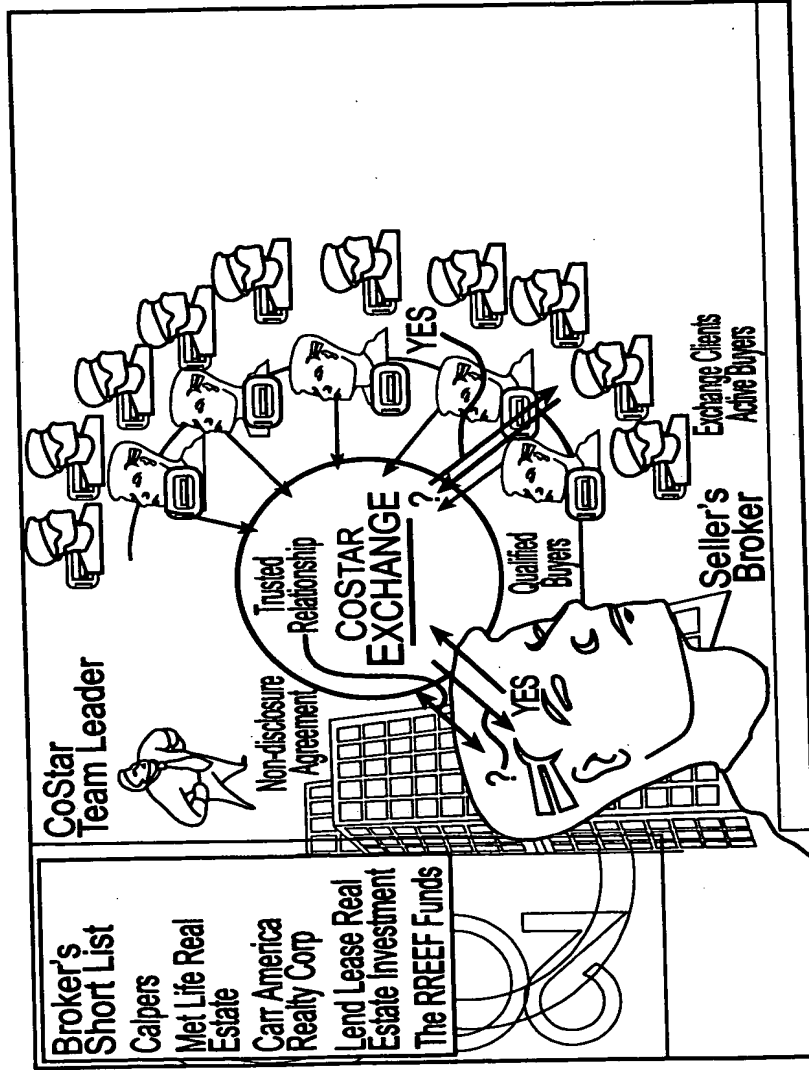


FIG.22



**FIG. 23**

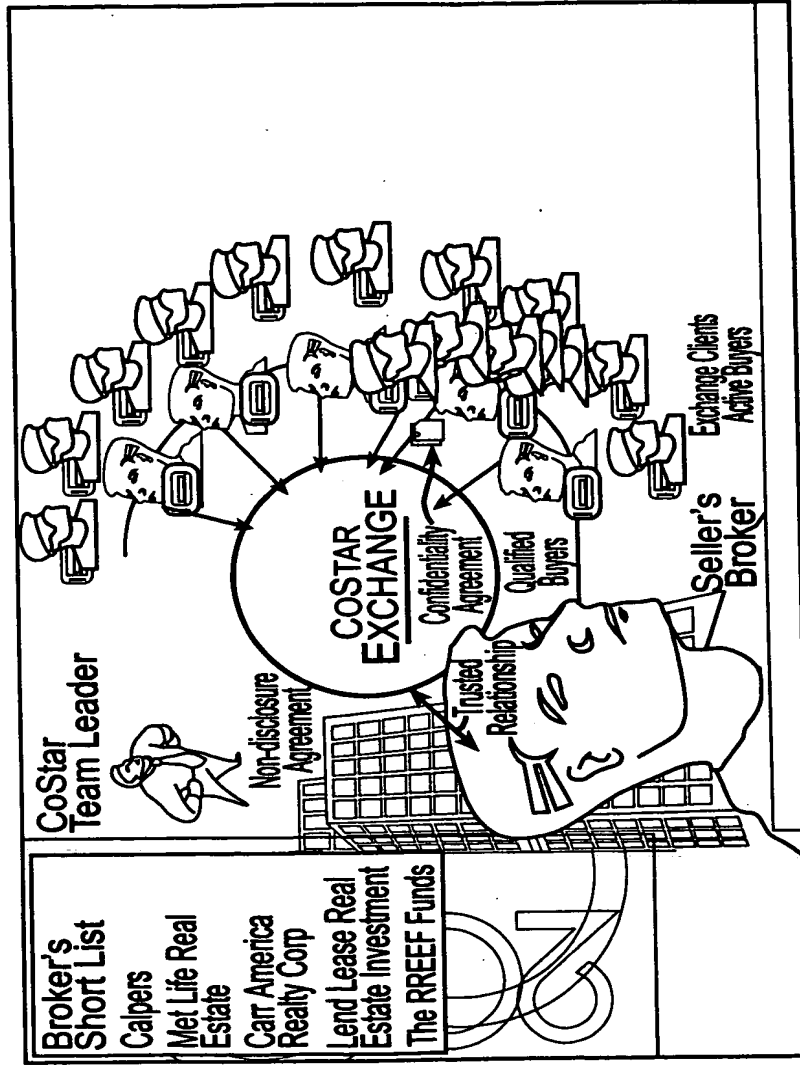


FIG.24



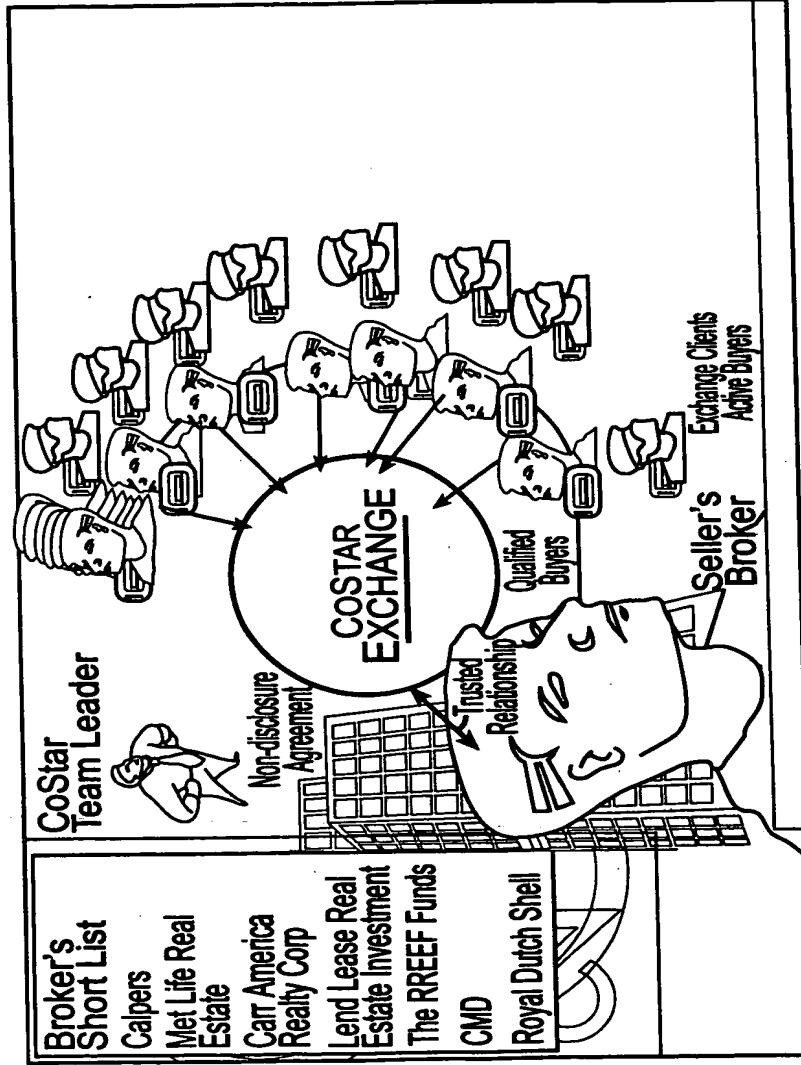


FIG.25

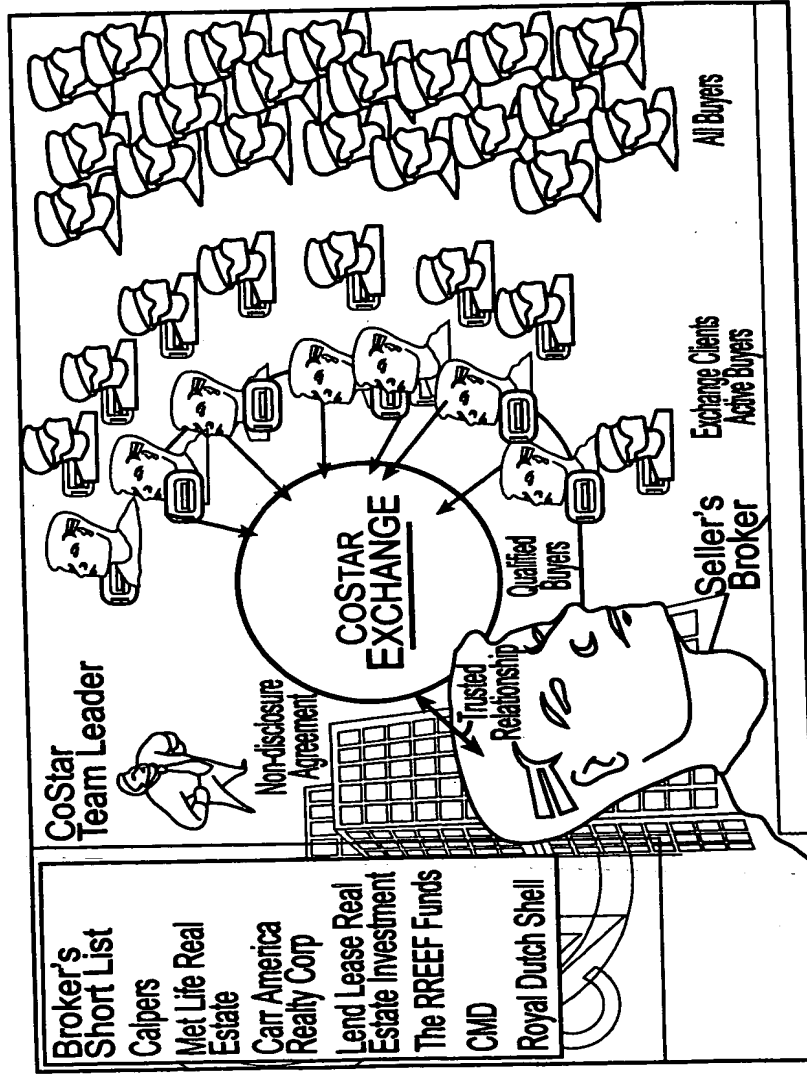


FIG.26

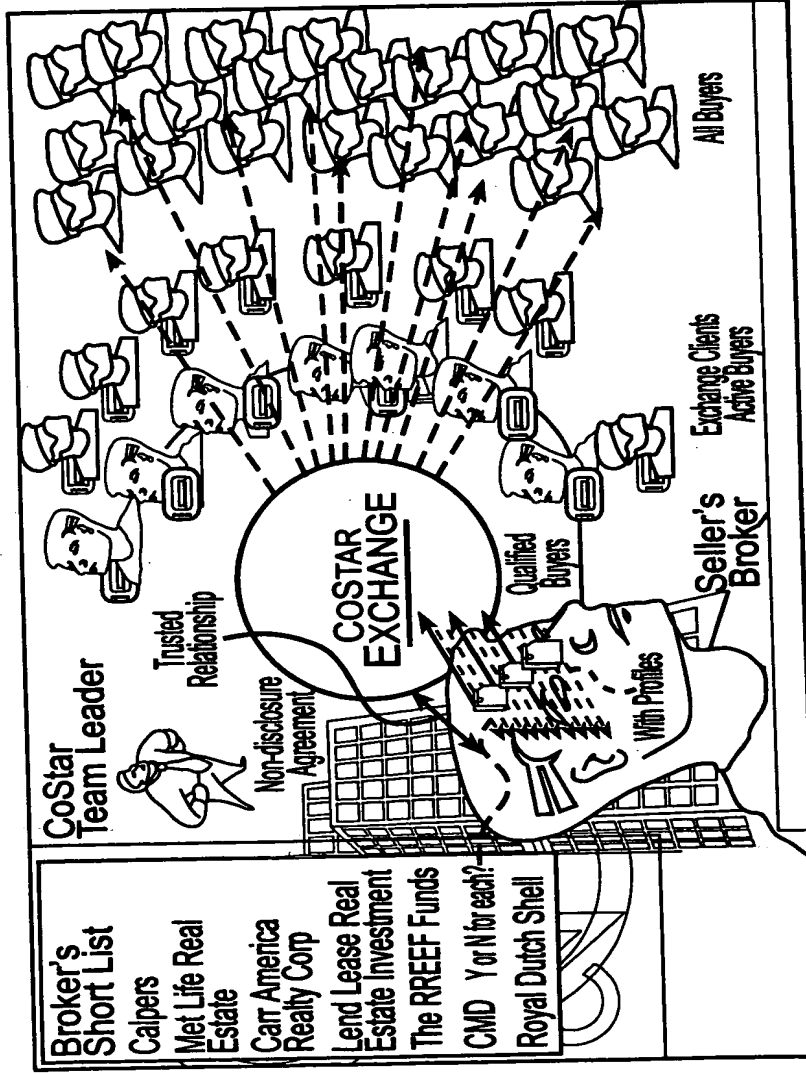


FIG.27

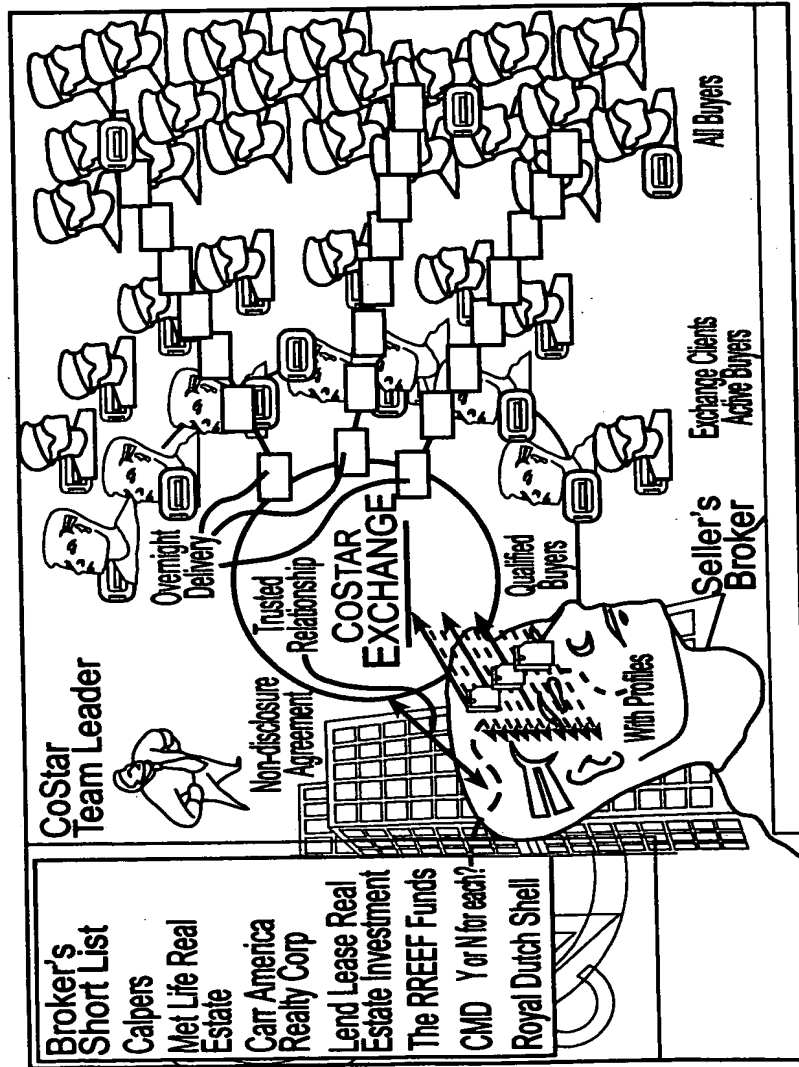


FIG.28

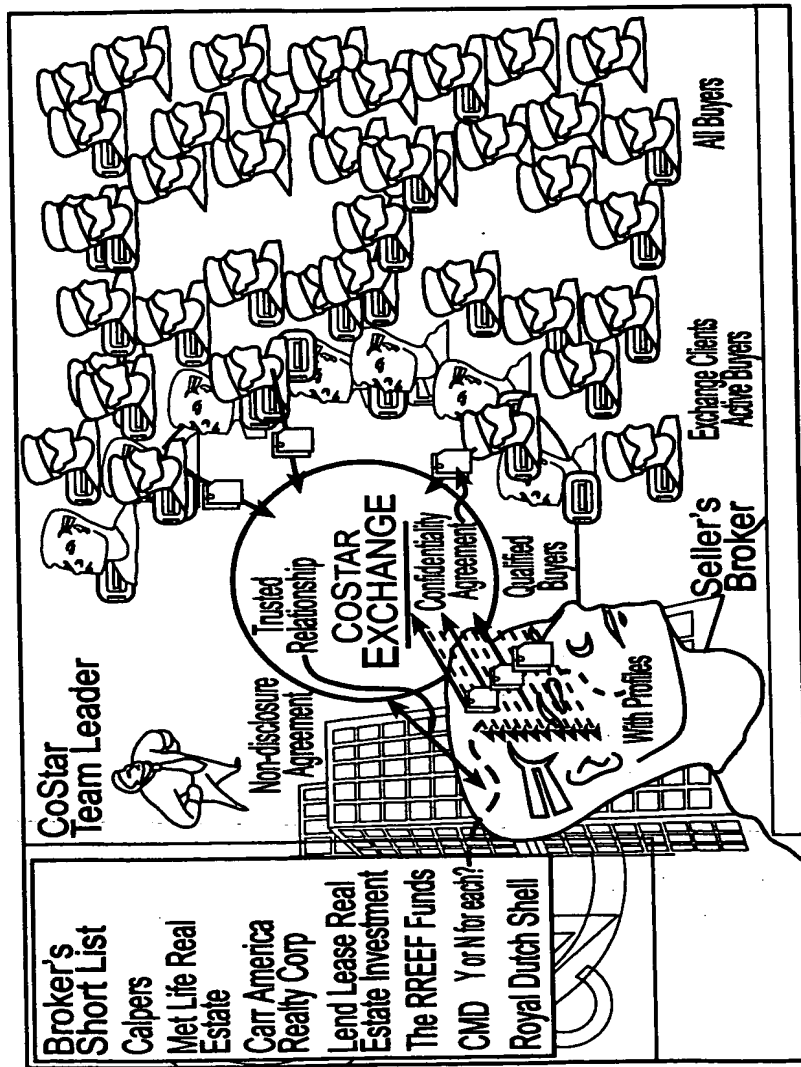


FIG.29

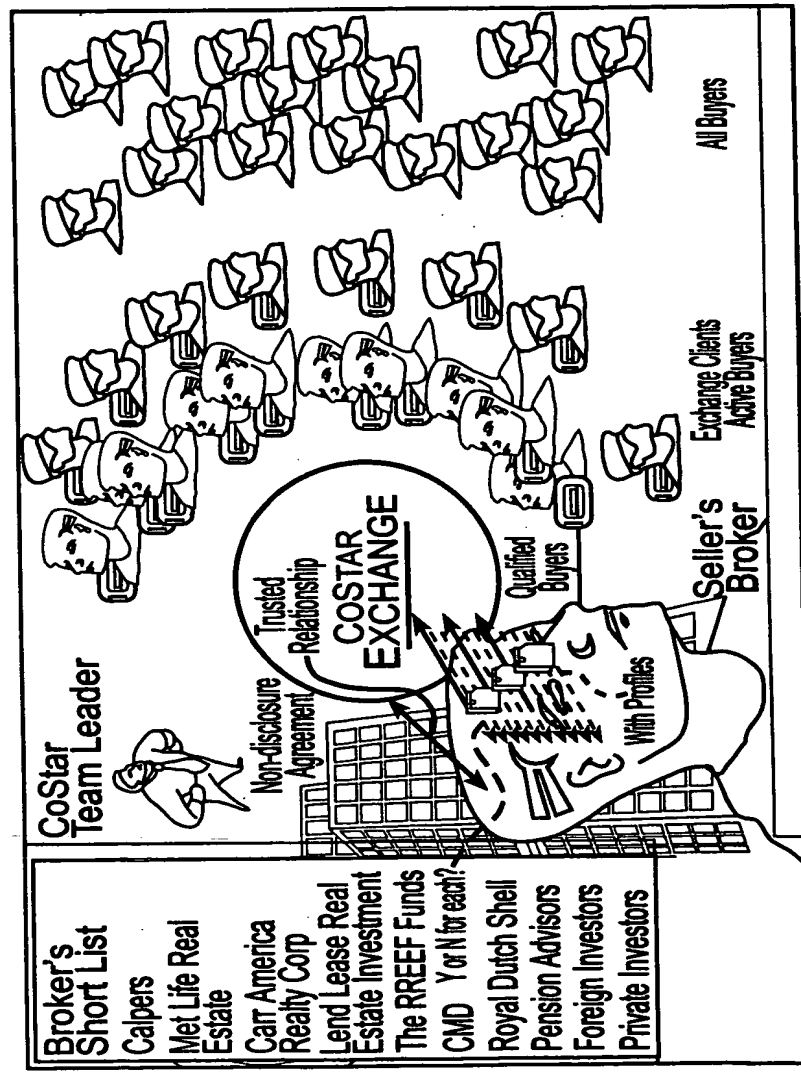
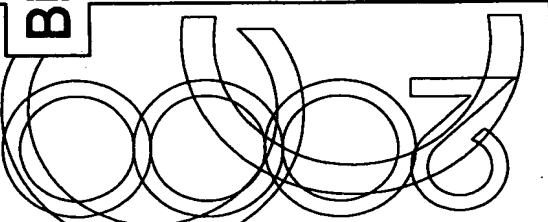


FIG.30



# BENEFITS

## to Seller or Seller's Broker

- o Free Service.
- o Highly secure and controlled distribution.
- o Broadens reach.
- o Allows development of private buyer network.
- o Accelerates transaction.
- o More qualified buyers.

FIG.31

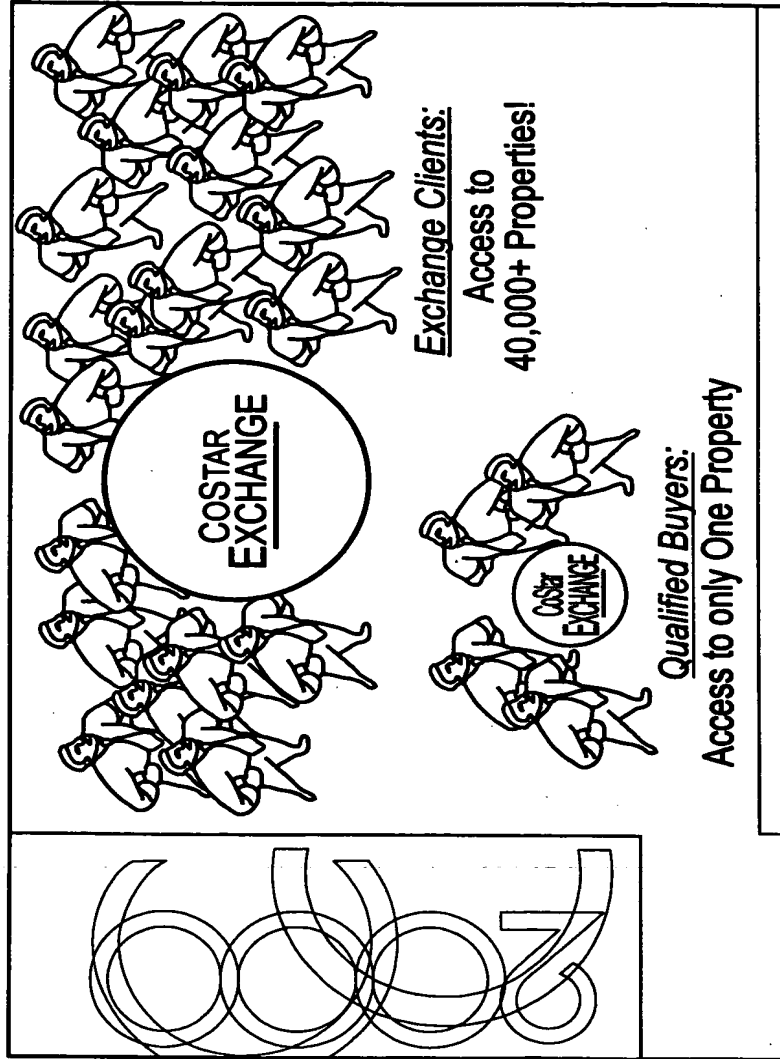
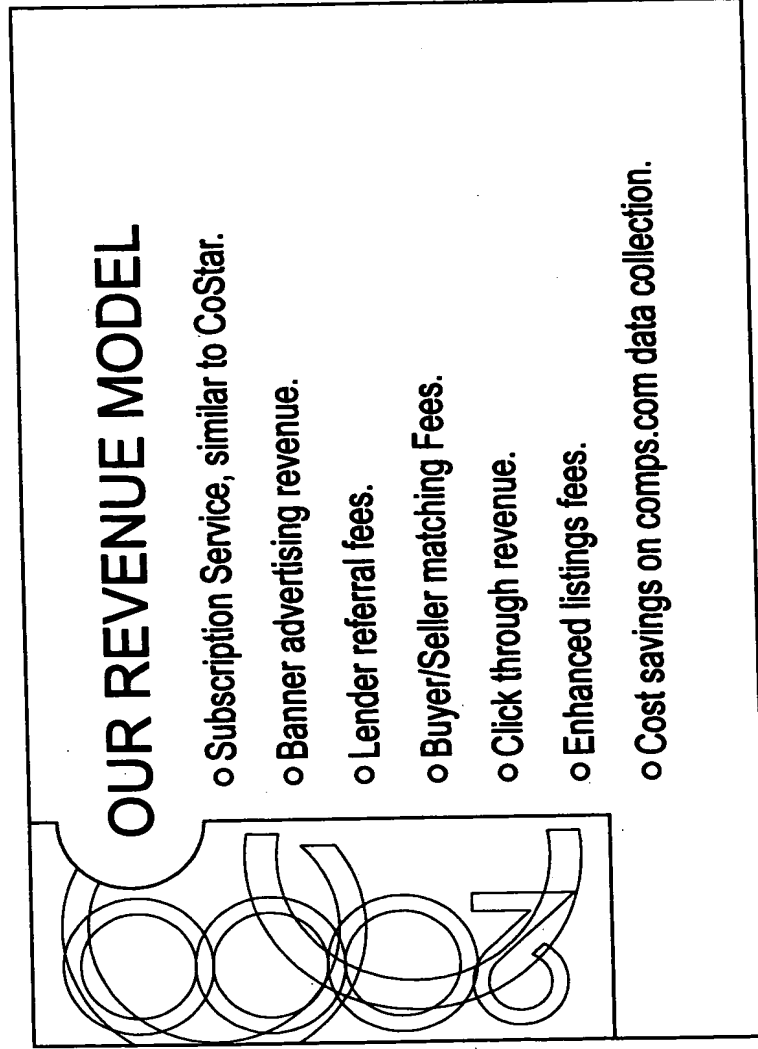


FIG.32





**FIG.33**

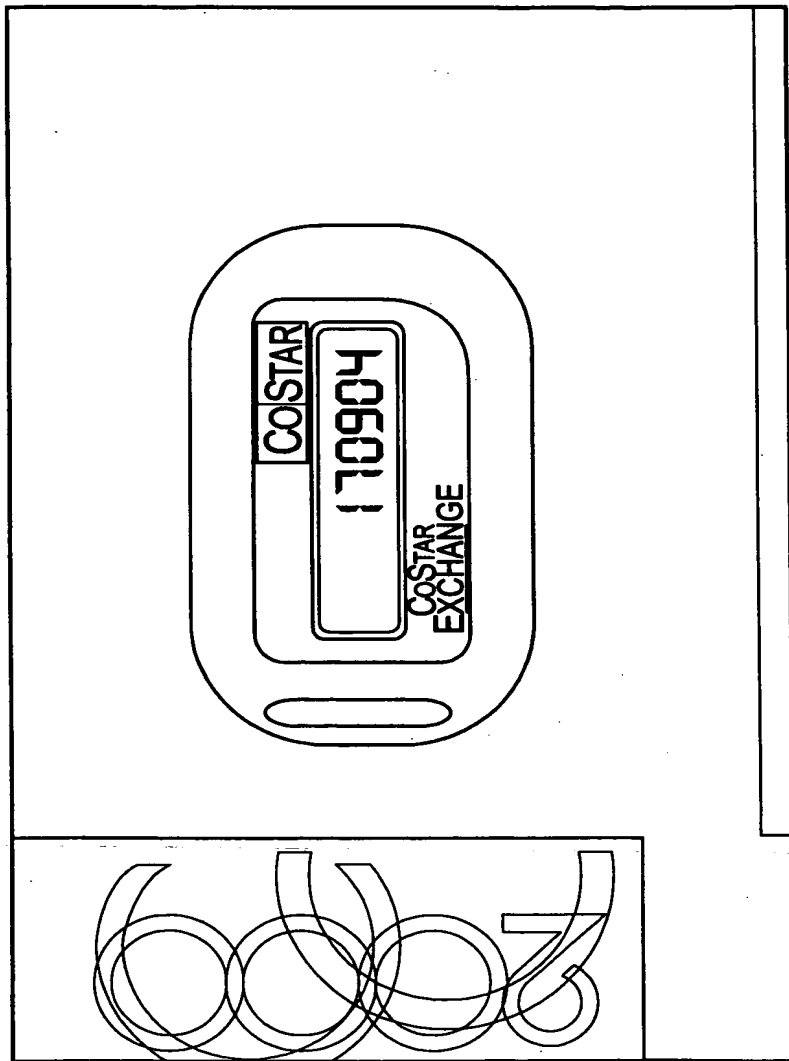


FIG.34

09973703 "101101  
TOTOT" 00262650

100

BackForwardStopRefreshHomeSearchFavoritesHistoryMailPrintEditRealGuideLinks

Addresshttp://www.costargroup.com/show/main/home6/default6.htmGo

COSTAR  
GROUP

News  
Market Trends  
Events  
Products  
Company Info  
Stcokholders  
Support  
Contact Us  
Employment  
Site Map

For SaleFor LeaseTenantsSale Comps

Welcome to CoStar Exchange

104

106

COSTAR  
EXCHANGE

\$30.6 Billion  
Commercial & Investment  
Sale Properties

Lookup PropertySearch DatabaseAdd Listing

Saved searches, alerts, subscription membership,  
professional profile, demo, FAQ, Confidential listings,  
buyer/seller match, forms & contracts, help

Exchange is truly an industry breakthrough - with  
39,417 detailed listings - integrated into the  
widest range of on-line services ever offered.  
Never before has the commercial real estate  
market had such capability in searching, sorting,  
reporting, tracking and underwriting - for so  
many properties.

Top NewsMonday, December 28, 1999

Money Centric  
by Mark Heschmeyer

Forget real estate, these days REITs are  
making serious money in the telecom business. Some  
of the nation's largest property owners have been  
cashing in at the stock market by making targeted, pre-  
IPO investments in the relatively new proliferation of  
building-based providers of broadband communications  
services to businesses.  
Go to full story...

Regional

Franklin Court Sold for \$115 Million

Boardroom

Where Are We Growing?

REIT

Shopping Center REITs Join Forces

Top Events

1/12/00 DC CCIM Annual Forecase

108

FIG.35

<input type="checkbox"/> Saved search list - Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help																											
<b>COSTAR EXCHANGE</b>																											
<div> <div>Lookup</div> <div> <input type="checkbox"/> New Search  <input type="checkbox"/> Saved Searches  <input type="checkbox"/> Add Listing  <input type="checkbox"/> Alerts  <input type="checkbox"/> Profile  <input type="checkbox"/> Buyer Match  <input type="checkbox"/> Forms/Contracts  <input type="checkbox"/> Demo  <input type="checkbox"/> FAQ  <input type="checkbox"/> Help           </div> </div>																											
<div> <div>Saved Searches</div> <div> <p>Listed are searches that you previously saved. To view the results, click the Search Description. You can change the Notification for a search by clicking it's current status.</p> <table border="1"> <thead> <tr> <th>Description</th> <th>Created</th> <th>Notification?</th> </tr> </thead> <tbody> <tr> <td>Saved Search 1 Office for M. Smith</td> <td>01/02/99 06:01:26 PM</td> <td>YES</td> </tr> <tr> <td>Saved Search 2 Office in VA for Rob Jones</td> <td>01/02/99 08:23:22 PM</td> <td>YES</td> </tr> <tr> <td>Saved Search 3 Industrial for Mike</td> <td>01/03/99 11:54:48 AM</td> <td>NO</td> </tr> <tr> <td>Saved Search 4 Industrial in DC</td> <td>01/03/99 02:45:51 PM</td> <td>NO</td> </tr> <tr> <td>Saved Search 5 Hotels for sale in NW region</td> <td>01/03/99 03:12:43 PM</td> <td>YES</td> </tr> <tr> <td>Saved Search 6 Vacant lots on east coast</td> <td>01/05/99 01:28:23 PM</td> <td>YES</td> </tr> <tr> <td>Saved Search 7 Office, DC, MD, &amp; VA</td> <td>01/05/99 06:31:30 PM</td> <td>YES</td> </tr> </tbody> </table> </div> </div>				Description	Created	Notification?	Saved Search 1 Office for M. Smith	01/02/99 06:01:26 PM	YES	Saved Search 2 Office in VA for Rob Jones	01/02/99 08:23:22 PM	YES	Saved Search 3 Industrial for Mike	01/03/99 11:54:48 AM	NO	Saved Search 4 Industrial in DC	01/03/99 02:45:51 PM	NO	Saved Search 5 Hotels for sale in NW region	01/03/99 03:12:43 PM	YES	Saved Search 6 Vacant lots on east coast	01/05/99 01:28:23 PM	YES	Saved Search 7 Office, DC, MD, & VA	01/05/99 06:31:30 PM	YES
Description	Created	Notification?																									
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Saved Search 6 Vacant lots on east coast	01/05/99 01:28:23 PM	YES																									
Saved Search 7 Office, DC, MD, & VA	01/05/99 06:31:30 PM	YES																									
<a href="#">&lt;Back to Results List</a>																											
<input type="checkbox"/> Done																											

FIG.36

<input type="checkbox"/> Alert Settings - Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help		<input type="checkbox"/> Done	
<b>COSTAR EXCHANGE</b>		<input type="checkbox"/> Internet	
<b>Your Alert Settings</b>			
CoStar Exchange monitors your <u>Saved Searches</u> and Alerts you when new listings are added which match your search criteria.			
<input type="checkbox"/> Saved Alerts are off.	<u>Turn Alerts on</u>		
<input type="checkbox"/> There are currently 0 Saved Searches being monitored.	<u>Change</u>		
<input type="checkbox"/> Alerts are sent to <u>spark@rig.com</u>	<u>Change or Test</u>		
<input type="checkbox"/> CoStar Exchange will notify you once per day.	<u>Change</u>		
Lookup New Search Saved Searches Add Listing Alerts Profile Buyer Match Forms/Contracts Demo FAQ Help			

FIG.37

**FIG. 38**



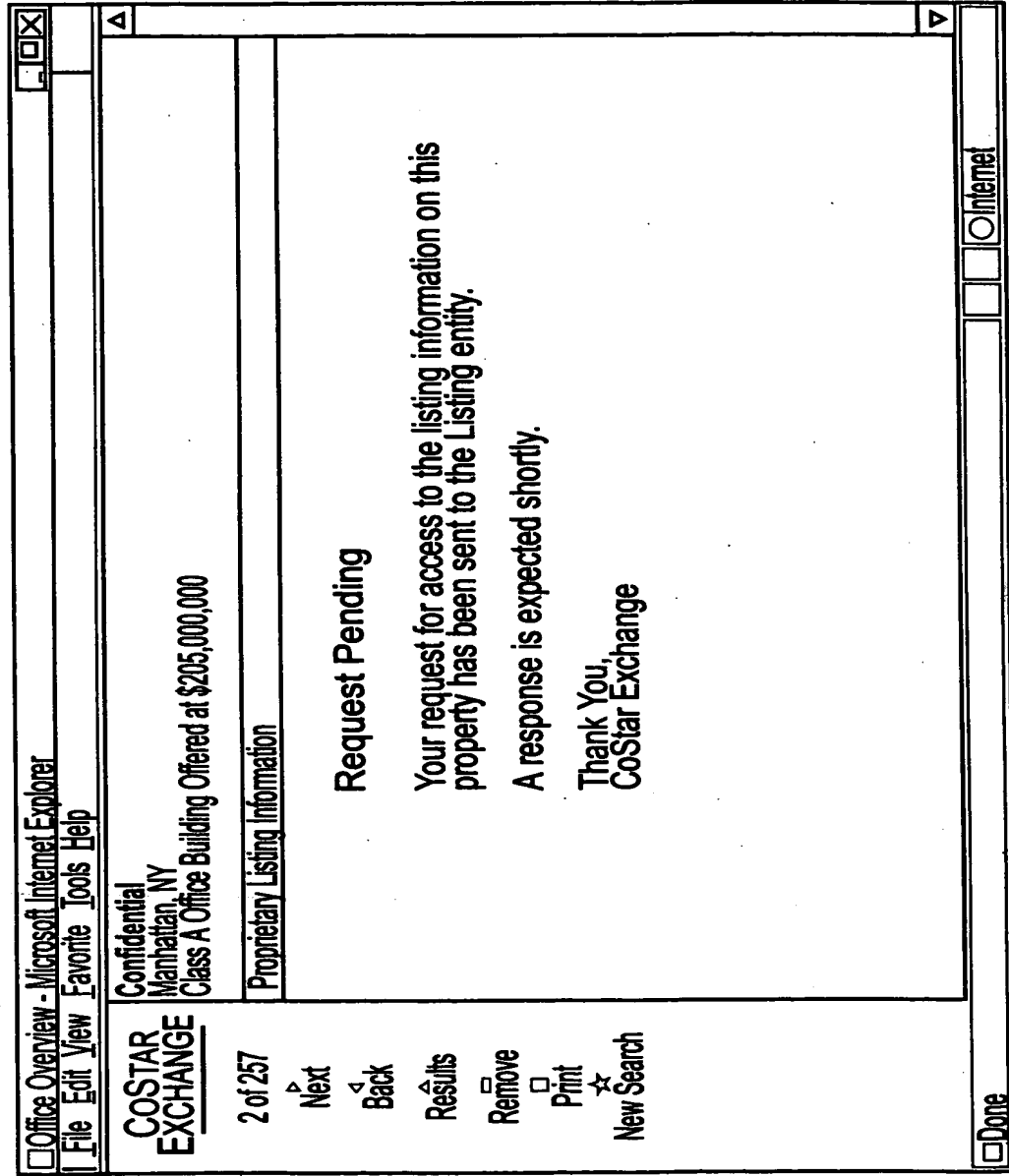


FIG.40



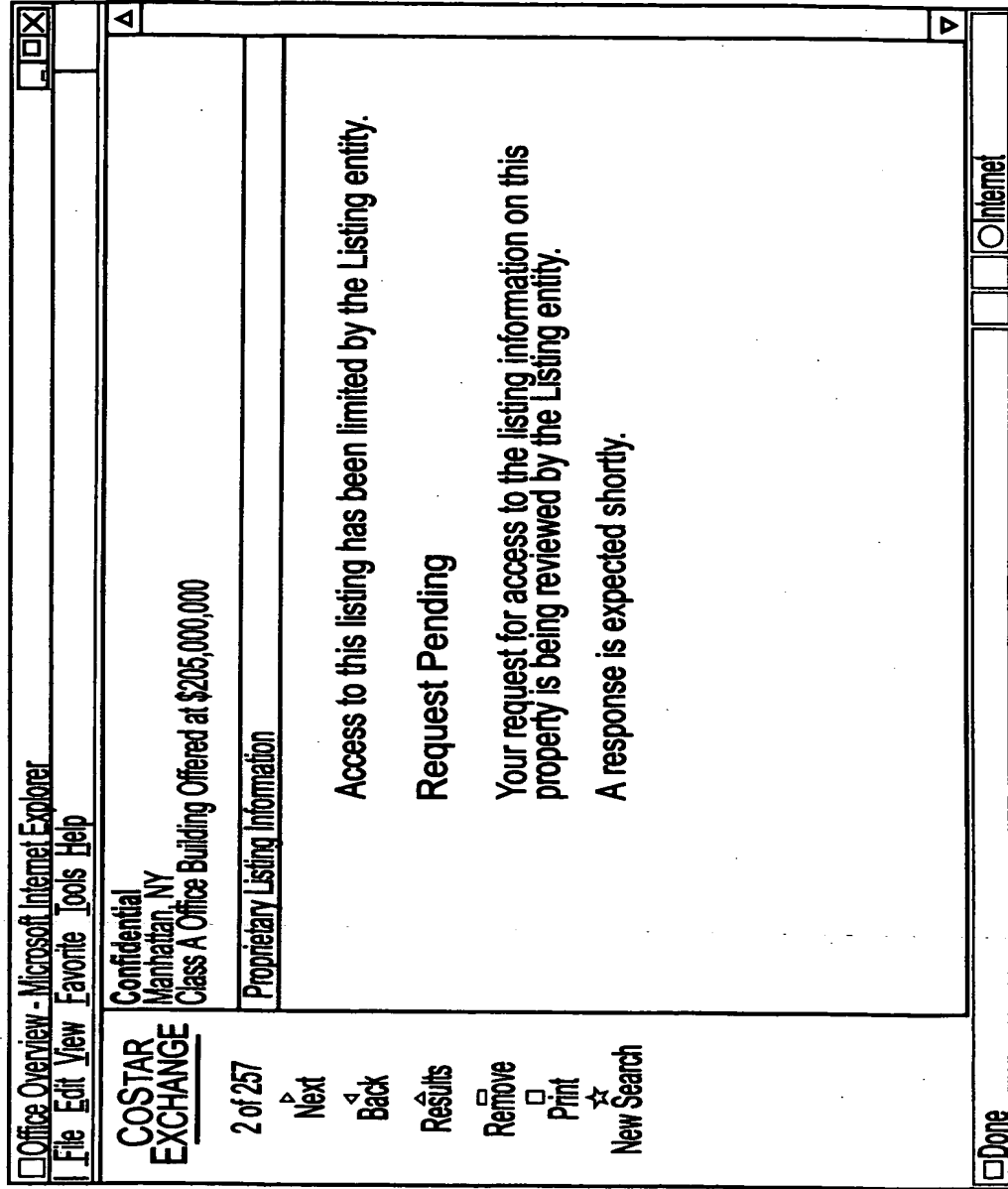


FIG.41

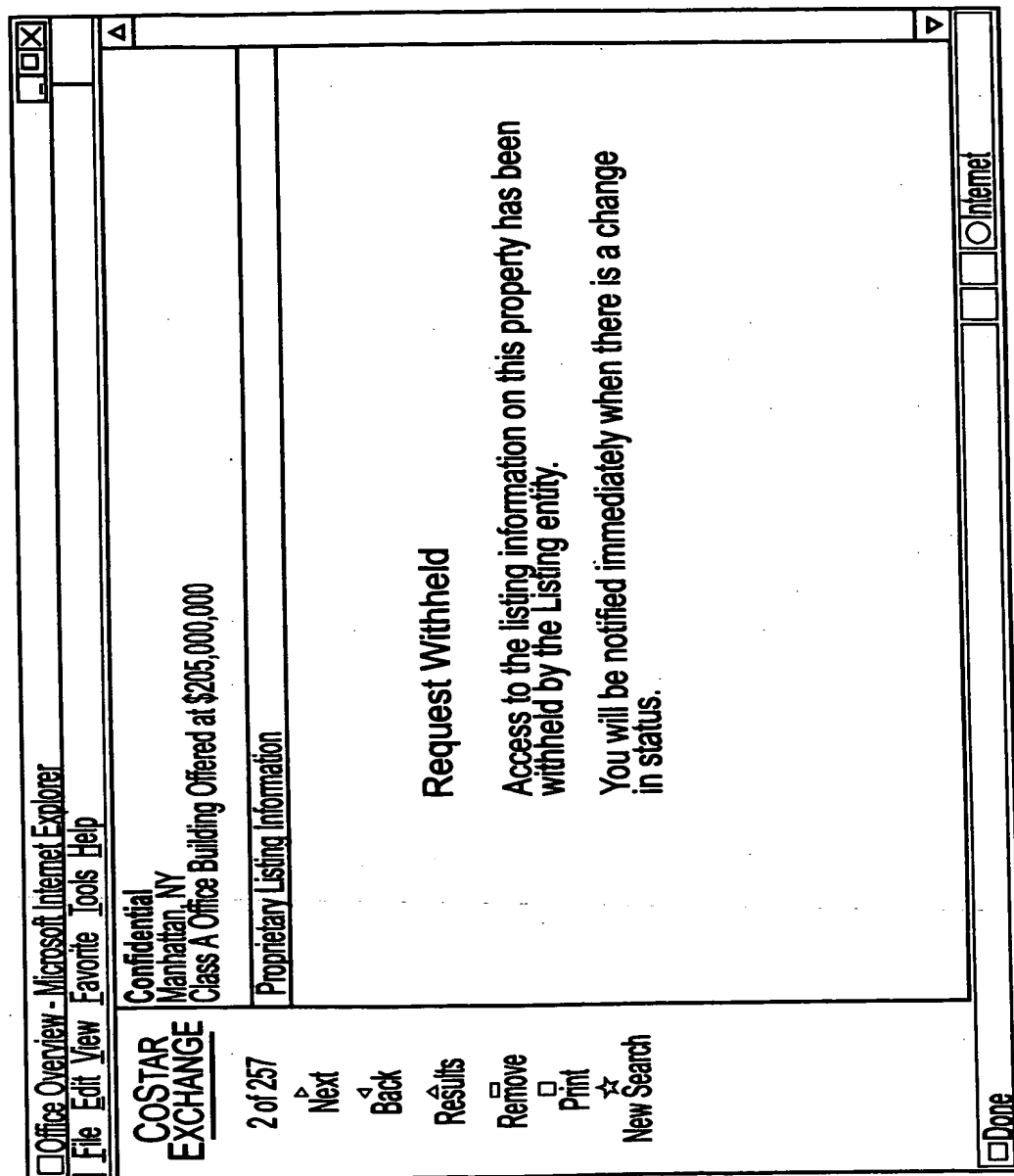


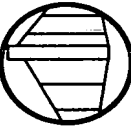
FIG. 42

☐ CoStar Exchange Homepage - Microsoft Internet Explorer


File Edit View Favorite Tools Help

COSTAR  
EXCHANGE

Property Look Up



Enter Property Address, Name, Building Park, City, Submarket, Listing Company, or Listing Number to find:



Now, enter the State you are looking in:

Alabama

Lookup

Search

Saved Searches

Add Listing

Alerts

Profile

Buyer Match

Forms/Contracts

Demo

FAQ

Help

☐ Done

☐ Internet

FIG. 43

# **COSTAR EXCHANGE**

## **Property Look Up Results List**

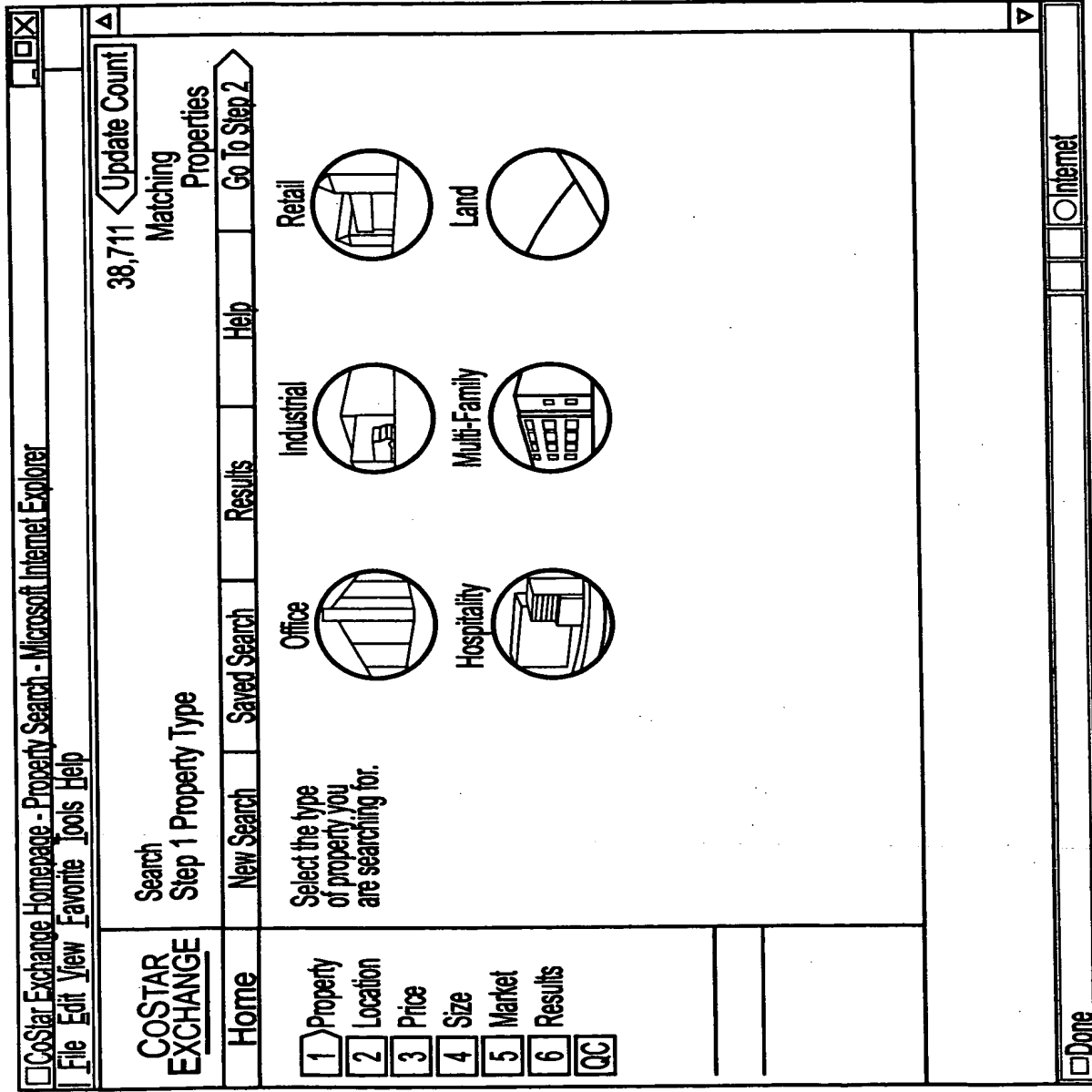
Exchange Home

Print Results

New Lookup

Address	City	St	Pric	SF Size	Price/S	Cap	Type
1287 Central Park Plz	O'Fallon	IL	\$12,500,000	141,28	\$8		Retail
520 S. LaVette Park Pl	Los Angeles	CA	\$6,200,000	88,649	\$7		Office
16350 Park 10 Pl	Houston	TX	\$5,071,220	73,712	\$6	11.00	Office
8701 Park Place Blvd	Houston	TX	\$5,000,000	148.00	\$3		Indust
16360 Park 10 Pl	Houston	TX	\$4,878,650	68,394	\$7	8.00	Office
790 Park Pl	Long Beach	CA	\$3,200,000	75,000	\$4		Indust
5121 Parkway Plaza Blvd	Charlotte	NC	\$2,550,000	23,000	\$111		Office
6-9 Park Pl	Lodi	CA	\$875,000	28,000	\$3		Indust
1975 Park Pl N	Atlanta	GA	\$600,000	10,352	\$5		Office
7627 Park Place	Green Oak Two	MI	\$525,000	11,400	\$4		Indust
1950 Park Pl N	Atlanta	GA	\$450,000	6,000	\$7		Office
Park Pl	Kissimmee	FL	\$450,000				Land
1021 Park Pl	Wilmington	DE	\$279,000	2,000	\$140		Office
11362 Monier Park Pl	Rancho Cordova	CA	\$250,000	5,000	\$5		Indust
46 Park Pl	Branford	CT	\$225,000				Land
11358 Monier Park Pl	Rancho Cordova	CA	\$213,75	3,750	\$5		Indust
1801 Park Court Pl	San Jose	CA	\$107,20	13,400	\$		Land
Park Plaza Dr	Cerritos	CA					Land
Cherry Park Dr @ Copper...	Houston	TX					Land
Park Plaza Dr	Cerritos	CA					Land

**FIG.44**



104

1102

FIG. 45

**FIG. 46**

Search By Region

Search

Step 2 Location

COSTAR

EXCHANGE

Home

New Search

Saved Search

Results

Help

G

1

2 Location

3

4

5

6

Select one or more regions from the map:

WEST

MIDWEST

NORTHEAST

SOUTHWEST

SOUTHEAST

MID-ATLANTIC

Your Selections

West

Midwest

Southwest

Northeast

Mid-Atlantic

Southeast

Click once to select, again to clear.

↩ Select a different geographic method

FIG.47

<a href="http://208.205.186.21/Exchange/Query/Search/PriceOffice.asp">http://208.205.186.21/Exchange/Query/Search/PriceOffice.asp</a> - Microsoft Internet Explorer File Edit View Favorite Tools Help		38,711 < Update Count	
<b>COSTAR EXCHANGE</b>		Search Step 3 Price Matching Properties	
Home		New Search Saved Search Results Help Go To Step 4	
Specify the financial condition of your search. You can choose both high and low ranges or just one condition.			
Key Indicators			
1 Property	Sale Price	\$ To	
2 Location	Price/SF	\$ To	
3 Price	Cap Rate	% To	
4 Size			
5 Market	Annual Income Values		
6 Results	Gross Income	\$ To	
QC	Net Operating Income	\$ To	
	Pre Tax Cash Flow	\$ To	
Financing			
	Down Payment	\$ To	
	Loan Amount	\$ To	
	Loan Payment	\$ To	<input checked="" type="radio"/> Annual <input type="radio"/> Monthly
Assessed Values			
	Assessed Land Value	\$ To	<input checked="" type="radio"/> Total <input type="radio"/> Per SF
	Assessed Improvement	\$ To	<input checked="" type="radio"/> Total <input type="radio"/> Per SF
	Total Assessed Value	\$ To	<input checked="" type="radio"/> Total <input type="radio"/> Per SF
	Ratio of Land/Improvements	% To	
	Asking Price/Assessed Value	% To	
<input type="checkbox"/> Done		<input type="checkbox"/> Internet	

FIG.48



FIG. 49

CoStar Exchange - Size Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

COSTAR EXCHANGE

Home

1 Property

2 Location

3 Price

4 Size

5 Market

6 Results

QC

Search Step 4 Size

38,711 Matching Properties

Update Count

New Search

Saved Search

Results

Help

Go To Step 5

Specify the size and features you want CoStar Exchange to find.

Size

Total Rentable Space SF

Typical Floor Size SF

Stories

Characteristics

Year Built

Year Built or Renovated

Total Available SF

Percent Leased

Asking Rental Rates/SF

Building Class

Use

Occupancy

Occupancy

Building Status

Flex Buildings

Company

Listing Brokerage Company

Done

Internet

FIG.49

**FIG.50**

**FIG. 51**

**FIG. 52**

09973703-10101

**COSTAR  
EXCHANGE**

- of
- Next
- Back
- Results
- Remove
- Print
- ☆
- New Search

**9911 West Pico Blvd**  
**Century Park Center**  
**Los Angeles, California**  
**Class A Office Building of 282,000 SF Offered at \$49,500,000**

Overview   Financial   Tenants   Market   Comps   Map



Building

**Investment Summary**

Price:	<b>\$49,500,000</b>	Building Size:	<b>282,000SF</b>
Price/SF:	<b>\$175.98</b>	Land Area:	<b>16,560SF</b>
Cap Rate:	<b>8.52%</b>	Year Built:	<b>1973, Renov 1987</b>
Percent Leased:	<b>96.0%</b>	Sales Status:	<b>Under Contract</b>

**Highlights**

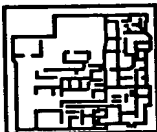
The property offers upside potential in the rental income. It has maintained historically high occupancy of 90% or greater. Credit tenants account for 65% of the leased space and included Source Capital and several others. The building was completely renovated in 1987 at a cost of over \$6,000,000.



Lobby

**Property Description**

Building Size:	<b>282,000SF</b>	Building Class:	<b>Class A</b>
Number of Floors:	<b>16</b>	Land Area:	<b>16,560SF</b>
Typical Floor Size:	<b>13,200SF</b>	Lot Dimensions:	<b>120x180</b>
Core Factor:	<b>11.4%</b>	Building FAR:	<b>13.2</b>
Elevators:	<b>4</b>	Zoning:	<b>LAC2-IVL&amp;O</b>



Floor Plan

Percent Leased:	<b>96.0%</b>	Parking Ratio:	<b>3.8:1000SF</b>
Available Space:	<b>55,731SF</b>	Open Parking:	<b>350</b>
Vacant Space:	<b>23,000SF</b>	Covered Parking:	<b>722</b>
Number Tenants:	<b>33</b>	Parking Spaces:	<b>1,072</b>
Avg Tenant Size:	<b>8,545SF</b>	Parking Rates:	<b>\$120 Reserved</b>

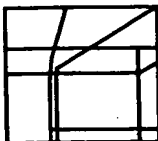


Aerial

► Tenants enjoy ocean views and mountain views from all floors. The property is conveniently located between Century Park East and Roxbury Drive.

**Assessment Values**

Assmt Land:	<b>\$24,150,000</b>	Property Tax Rate:	<b>1.023%</b>
Assmt Improvements:	<b>\$10,350,000</b>	Annual Property Tax:	<b>\$560,000</b>
Total Assmt:	<b>\$34,500,000</b>	Property Tax/SF:	<b>\$2.01</b>



Map

**Location**

Metro Market: **Los Angeles**  
 County: **Los Angeles**  
 Submarket: **West Los Angeles**  
 Zip Code: **90035**

Map Book/Page: **41-C-15**  
 Block/Lot: **Not Specified**  
 Parcel Number: **413-01-297**

► Comments about the location will go here

CONT. ON FIG. 53B

**FIG. 53A**

CONT.FROM FIG. 53A

FIG. 53B

Downloads	Building Team
Financial	Property Manager: Arden Realty
Risk & Sensibility	Developer: NoSpecified
Pro Forma Income	Architect: GenslerAssoc
Cash Flow Assumption	CoStar Contact: Andrew Harris
10 Yr Cash Flow Schedule	(301)917-1970 (phone)
Tenant	(800)603-1301 (fax)
Rent Roll	Transaction Guidelines
Other Tenant Info	Sales Status: UnderContract
PIX Tour	Marketing: October7,1999-December14,1999
Pico & Elm	Final Offers: January15,2000
Lobby	Contract Signing: February15,2000
	Closing: April15,2000
	Active on Exchange: October28,1999
	Last Update: November11,1999
	Days on Market: 38
	Presented By
	BeitlerRealtyServices
	825S.Barrington
	LosAngeles,CA90025
	BarryBeitler
	310-820-2955(phone)
	310-820-2956(fax)
	<a href="http://www.beitler.com">www.beitler.com</a>

FIG.53B

09973703-101101

Office Financial - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

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Results

Remove

Print

New Search

9911 West Pico Blvd.

Century Park Center

Los Angeles, California

A 282,000 SF Office Building Offered at \$49,500,000

Overview

Financial

Tenants

Market

Comps

Map

Financial Overview

Price: \$49,500,000

Price/SF: \$175.98

Use: Income Property

Cap Rate: 8.52%

Financial Worksheet

Change a field in the worksheet and click "calculate" to refresh the section with new numbers.

Down Payment: \$2,308,150

New Loan: \$20,000,000.00

Net Operating Income: \$1,000,000

Loan Payment: \$520,012

Pre-Tax Cash Flow: \$172,433

Price: \$20,000,000

Cap Rate: 5.00 %

Down Payment: 30 %

Interest Rate: 0.00 %

Loan Term: 30

Calculate

Income & Expense

Gross Income: \$6,627,000

Other Income: \$1,405,000

Vacancy Allowance: \$(401,600)

Operating Expenses: (\$3,418,200)

Net Operating Income: \$4,218,200

Loan Payment: \$(3,381,948)

Pre-Tax Cash Flow: \$836,252

Taxes: \$560,000

Insurance: \$109,784

Utilities: \$871,090

Wages: \$423,691

Maintenance: \$409,000

Management: \$275,000

Misc/Reserves: \$813,635

Total Est Expenses: (\$3,412,200)

Current Asking Rent/SF: \$26.10

Est Average Rent/SF: \$23.50

Est Expenses/SF: \$12.10

Existing Financing

Lender: First Union

Loan Payment: \$88,368

Due Date: November 1, 2027

Existing Loan: \$925,000

Interest Rate: 8.0

Loan Term: 30

Done

Internet

FIG.54

09973703-10101

☐ Office Tenants - Microsoft Internet Explorer

File Edit View Favorite Tools Help

**COSTAR EXCHANGE**

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 New Search

**9911 West Pico Blvd.**  
 Century Park Center  
 Los Angeles, California  
 A 282,000 SF Office Building Offered at \$49,500,000

Overview
 Financial
 Tenants
 Market
 Comps
 Map

Tenant information provided by CoStar Tenant

**Tenants Tracked**

Suite	Tenant	Occupancy SF	Bldg %	Industry	Expires	Est Rent
102	Tenant Healthcare	30,688	10.9%	Health	1/2/03	\$21.00
205	Micromedia New England Corporation	13,850	4.9%	Media		
550	Source Capital	13,841	4.9%	Financial		
110	US Post Office			Government		
200	24 Hour Fitness			Retail		
300	Hoover & Chase Attorneys			Legal		
920	Eagle Financial			Legal		
1600	Mario's Nightclub			Service		
Tenant Subtotals:		74,880	26.5%			
Unspecified Tenants:		147,389	52.3%			
Vacant Space:		55,731	19.8%			
Building Total:		282,000	100.0%			

**Tenant Analysis**

Tenants in Building:	33	Percent Occupied:	96.0%
Average Tenant Size:	8,554 SF	Est Rollover Next 12 Months:	25,450 SF
Average Lease Term:	31 Months	Est Rollover next 36 Months:	36,500 SF
Est Average Rent/SF:	\$23.50	Current Asking Rent/SF	\$26.10

**Tenant Notes**  
 Any tenant notes will go here and if there are none, this section will be suppressed.

☐ Done
 ☐ Internet

FIG.55



09973703 101101

☐ Office Market - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

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☐ Remove  
☐ Print  
 ☆  
 New Search

9911 West Pico Blvd.  
 Century Park Center  
 Los Angeles, California  
 A 282,000 SF Office Building Offered at \$49,500,000

OverviewFinancialTenantsMarketCompsMap

Market information provided by CoStar Property

Size Vacancy

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Number of Buildings:	1	320	1,268	7,225
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF
Average Building Size:	282,000 SF	131,515 SF	48,731 SF	46,864 SF
Average Tenant Size:	8,545 SF	7,500 SF	7,105 SF	6,642 SF
Average Building Age:	26 YRS	21 YRS	19 YRS	17 YRS
Percent Leased:	96.0%	94.6%	91.0%	85.8%
# Available Spaces:	12	854	1,426	9,476
Available Space:	23,000 SF	4,372,598 SF	7,836,351 SF	58,802,084 SF
Avg Available Space:	23,000 SF	36,500 SF	21,500 SF	22,000 SF
Vacant Space:	23,000 SF	2,932,402 SF	4,483,173 SF	42,846,930 SF
Avg Vacant Space:	23,000 SF	35,000 SF	24,500 SF	23,000 SF
Vacancy Rate:	8.20%	5.40%	6.20%	11.75%
Vacancy YAG:	4.60%	8.70%	8.50%	13.20%
Vacancy Rate vs YAG:	-3.60	+3.30	+2.30	+1.55

Inventory/Absorption

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Total Existing Space:	282,000 SF	40,290,320 SF	59,711,779 SF	326,853,331 SF
Under Construction:	0	1,135,000 SF	1,193,000 SF	3,783,310 SF
Renovation:	0	391,328 SF	559,972 SF	1,718,345 SF
Proposed:	0	268,322 SF	325,383 SF	6,235,367 SF
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF
12 Months Gross Absp:	40,174 SF	3,698,607 SF	15,811,532 SF	24,260,592 SF
12 Months Net Absp:	15,656 SF	848,195 SF	3,604,829 SF	2,302,255 SF

Price/Rate

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Avg Asking Price/SF:	\$175.98	\$181.90	\$128.60	\$101.55
Avg Asking Rents:	\$26.10	\$30.60	\$30.36	\$28.25
Avg Asking Rents YAG:	\$28.10	\$34.85	\$32.57	\$29.85
Rent Change vs YAG:	+\$2.00	+\$3.45	+\$2.51	+1.16

Updated October 28, 1999

☐ Done
 ☐
☐
☐ Internet

FIG.56

099730-10101

Office Comps - Microsoft Internet Explorer

File Edit View Favorite Tools Help

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New Search

9911 West Pico Blvd.

Century Park Center

Los Angeles, California

A 282,000 SF Office Building Offered at \$49,500,000

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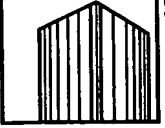
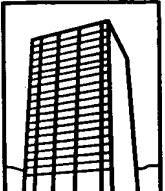
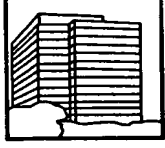
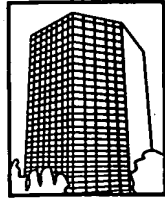
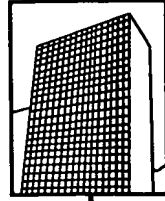
Comps

Map

Comparable sales information provided by Comps, Inc.

Comparable Sale Properties

Show Comparable Properties Sorted by: 2306

Address	City	Distance	Building Size	Year Built	Sale Price	Price/SF	Cap Rate	Sale Date
 <div> <div>9911 West Pico Blvd • Los Angeles, CA 90401</div> <div> <div>Building Class: Class A Office</div> <div>Building Size: 245,413 SF</div> <div># of Floors: 16 Floors</div> <div>Year Built: 1981</div> </div> <div> <div>Price: \$49,500,000</div> <div>Price/SF: \$199.83/SF</div> <div>Cap Rate: N/A</div> </div> <div> <div>Subject Property</div> <div>Full Details</div> </div> </div>								
 <div> <div>100 Wilshire Blvd • GTE Building • Santa Monica, CA 90401</div> <div> <div>Building Class: Class A Office</div> <div>Building Size: 245,414 SF</div> <div># of Floors: 16 Floors</div> <div>Year Built: 1968</div> </div> <div> <div>Sold Price: \$90,000,000</div> <div>Price/SF: \$177.65/SF</div> <div>Cap Rate: N/A</div> <div>Sale Date: June 3, 1996</div> </div> <div> <div>Buyer: Lehman Brothers Partnership Corporation</div> <div>0.1 miles from Subject</div> <div>Full Details</div> </div> </div>								
 <div> <div>401 Wilshire Blvd • First Federal Square • Santa Monica, CA 90401</div> <div> <div>Building Class: Class A Office</div> <div>Building Size: 325,249 SF</div> <div># of Floors: 16 Floors</div> <div>Year Built: 1971</div> </div> <div> <div>Sold Price: \$90,000,000</div> <div>Price/SF: \$177.65/SF</div> <div>Cap Rate: N/A</div> <div>Sale Date: June 5, 1996</div> </div> <div> <div>Buyer: Douglas Emmett</div> <div>0.1 miles from Subject</div> <div>Full Details</div> </div> </div>								
 <div> <div>11755 Wilshire Blvd • Wilshire Landmark I • Los Angeles, CA 90401</div> <div> <div>Building Class: Class A Office</div> <div>Building Size: 317,249 SF</div> <div># of Floors: 16 Floors</div> <div>Year Built: 1986</div> </div> <div> <div>Sold Price: \$90,000,000</div> <div>Price/SF: \$173.77/SF</div> <div>Cap Rate: 8.00%</div> <div>Sale Date: June 15, 1998</div> </div> <div> <div>Buyer: CALSTRS</div> <div>0.4 miles from Subject</div> <div>Full Details</div> </div> </div>								
 <div> <div>1900 Avenue of the Stars • Wilshire Landmark I • Los Angeles, CA 90401</div> <div> <div>Building Class: Class A Office</div> <div>Building Size: 596,384 SF</div> <div># of Floors: 16 Floors</div> <div>Year Built: 1969/1992</div> </div> <div> <div>Sold Price: \$90,000,000</div> <div>Price/SF: \$173.77/SF</div> <div>Cap Rate: 8.00%</div> <div>Sale Date: June 28, 1998</div> </div> <div> <div>Buyer: Divco West Properties</div> <div>0.5 miles from Subject</div> <div>Full Details</div> </div> </div>								

Done

Internet

FIG.57

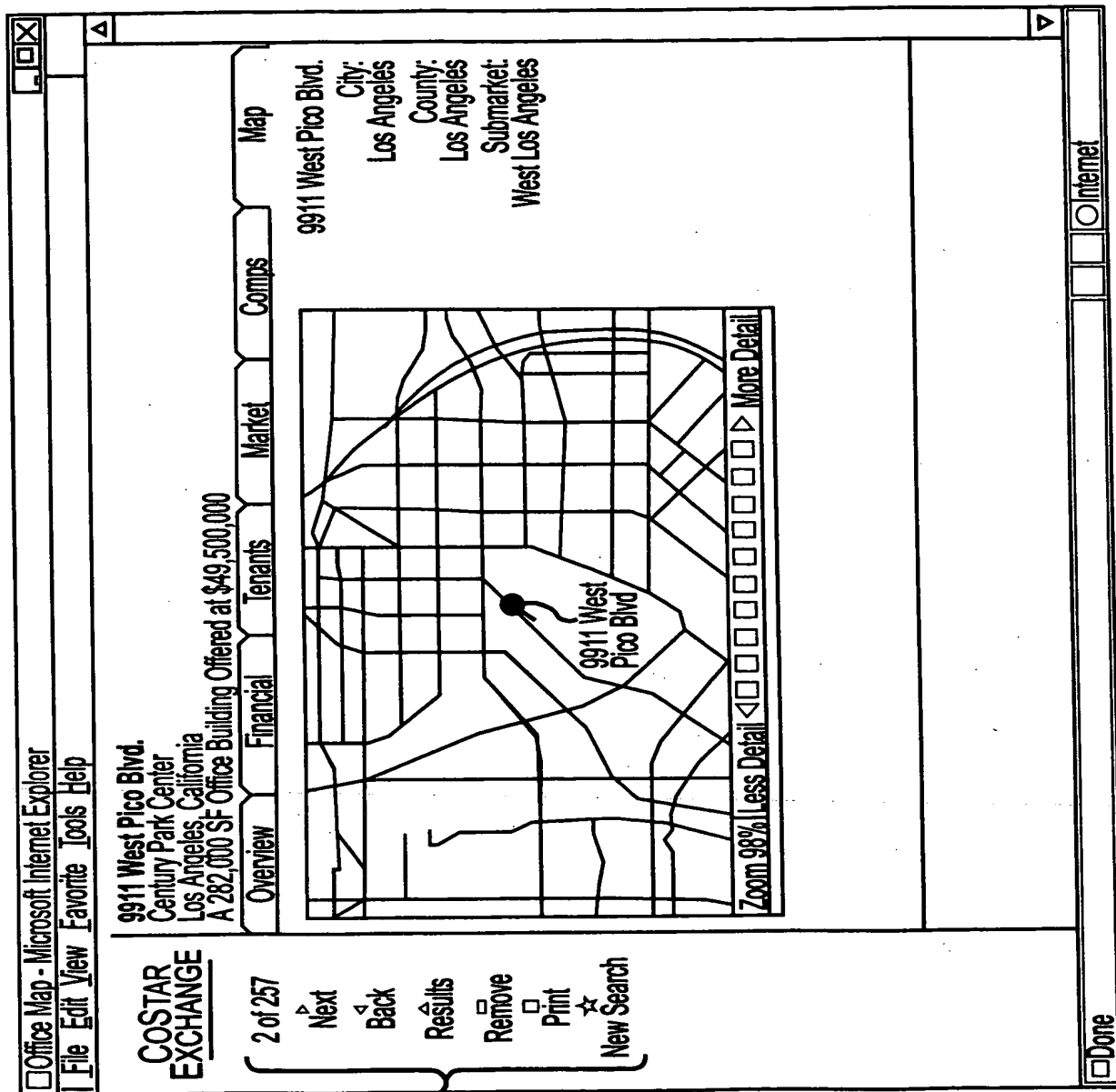
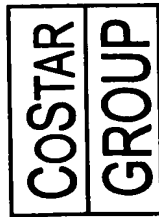


FIG.58



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### Building Questionnaires

Please select the type of property you wish to profile in CoStar Property:

o For Lease Properties

- o Office
- o Industrial

- o Office
- o Industrial

o For Sale Properties

- o Coming Soon!

Please note: Data that is submitted by this questionnaire will be transmitted to CoStar Group's Research Division for entry into CoStar Property. This does not submit data directly into CoStar Property. For more information, please contact CoStar Group at [info@costargroup.com](mailto:info@costargroup.com).

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FIG.59

**COSTAR  
GROUP**

Product & Services Corporate Info Support  
**Office Building Questionnaire** Basic Building Information

Contact Us Site Map  
Page 1 of 6

NOTE: Fields in **boldface** are required

Entered By <b>Jo Do</b>	E-mail Address <b>JoDo@do.com</b>	<input checked="" type="checkbox"/> I am the Leasing Contact Building Web Site Address	
Building Address <b>Do Building</b>	Building Name <b>Building Park</b>	Submarket	
City <b>Washington</b>	State <b>DC</b>	County <b>DC</b>	
Building Status <input type="radio"/> Existing <input type="radio"/> Under Construction <input type="radio"/> Under Renovation <input type="radio"/> Proposed <input type="radio"/> Land	Building Type <input checked="" type="radio"/> Office <input type="radio"/> Condo/Coop <input type="radio"/> Professional/Medical	Parking Parking Ratio: <input type="text"/> /1000 Covered: <input type="text"/> <input type="radio"/> Yes <input type="radio"/> No Monthly Rate: \$ <input type="text"/>	Surface: <input type="text"/> <input type="radio"/> Yes <input type="radio"/> No Monthly Rate: \$ <input type="text"/>
Total Rentable Building Area <b>10,000</b> SF	Stories <b>5</b>	Owner Occupied <input type="radio"/> Yes <input type="radio"/> No	
Land Area <input type="text"/>	Year Built <input type="text"/>	Zoning <input type="text"/>	
<input type="radio"/> SF <input type="radio"/> Acres Typical Floor Size <input type="text"/> SF	Year Renovated <input type="text"/>	Tenancy <input type="radio"/> Multi <input type="radio"/> Single	

**FIG.60**

Loss/Core Factor  
%

Elevator  
☐ Passenger  
#   
☐ Freight  
#

Clear

Suite Level Information >>>

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FIG.61

**COSTAR  
GROUP**

Product & Services Corporate Info Support Contact Us Site Map  
**Office Building Questionnaire** Suite Level Information Page 2 of 6

Floor <input type="text"/> Suite <input type="text"/>		Square Feet Available Total <input type="text"/>		Space Type: <input checked="" type="radio"/> Relet/Direct <input type="radio"/> Office	
Smallest <input type="text"/>		Max Contiguous on Floor <input type="text"/>		<input type="radio"/> New <input type="radio"/> Office/Retail	
BSMT <input type="text"/>		Is Divisible <input type="text"/>		<input type="radio"/> Sublet <input type="radio"/> Retail <input type="radio"/> Medical	
Rent/SF ( <input type="radio"/> Annually <input type="radio"/> Monthly )		Occupancy <input type="text"/> / <input type="text"/>		Lease Term or Sublet Through Date <input type="text"/>	
\$ <input type="text"/> To \$ <input type="text"/>		Suite Notes: <input type="text"/>			

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**FIG.62**

**COSTAR**

**GROUP**

Product & Services Corporate Info Support Site Map  
**Office Building Questionnaire** Suite Level Information

Page 2 of 6

Floor	Suite	Square Feet Available		Space Type:	Space Use:
LBBY	Smallest	Total	Max Contiguous	Relet/Direct	Office
	5,000	(Not Divisible)	on Floor		
Rent/SF	Services	5,000	2,500		
To	Occupancy				
	120 Days				
Suite Notes:					
<div> <div> <div>Square Feet Available</div> <div>Total</div> <div>Max Contiguous</div> <div>on Floor</div> <div>Is Divisible</div> <div>Smallest</div> <div>Suite</div> <div>Floor</div> <div>BSMT</div> </div> <div> <div>Space Type:</div> <div>Relet/Direct</div> <div>New</div> <div>Sublet</div> </div> <div> <div>Space Use:</div> <div>Office</div> <div>Office/Retail</div> <div>Retail</div> <div>Medical</div> <div>Lease Term or</div> <div>Sublet through Date</div> </div> </div>					
<div> <div>Rent/SF</div> <div>Annually</div> <div>Monthly</div> <div>Services</div> <div>Occupancy</div> <div>120 Days</div> <div>Days</div> </div>					
<div> <div>Rent/SF</div> <div>To \$</div> <div>From \$</div> </div>					
Suite Notes:					

**Space Summary:**  
 Total SF Available: 5,000  
 Min. Contiguous Available: 5,000  
 Max. Contiguous Available: 2,500

**FIG.63**



COSTAR

GROUP

Product & Services

Corporate Info

Office Building Questionnaire

Listing Contacts

Support

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Page 3 of 6

Listing Company

Address

City, State, ZIP

Agent One

to do

Title

Phone Number (w/ Area Code)

Ext

E-Mail Address

do@do.com

Agent Two

Title

Phone Number (w/ Area Code)

Ext

E-Mail Address

Web Address

Agent Three

Title

Phone Number (w/ Area Code)

Ext

E-Mail Address

Phone Number (w/ Area Code)

Ext

Clear

Building Team>>

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FIG.64

# COSTAR GROUP

Product & Services Corporate Info  
Office Building Questionnaire Building Team

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Page 4 of 6

Owner

Address

City, State, ZIP

Phone No.   Ext

Architect  Web Address

Phone No.   Ext

Developer  Web Address

Phone No.   Ext

Management Company

Address

City, State, ZIP

Phone No.   Ext

Property Manager

Phone No.   Ext

Asset Manager

Phone No.   Ext

On-Site Management  
☐ Yes ☐ No  
REIT Owned  
☐ Yes ☐ No

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FIG.65

COSTAR

GROUP

Office Building Questionnaire

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Marketing Notes/Amenities

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Cancel

<<Building Team

Amenities

Atrium

Auditorium

Balconies

Banking

Commuter Rail

Concierge

Conference Facility

Convenience Store

Click once to select, again to deselect

Clear

Major Tenants>>

FIG.66

COSTAR

GROUP

Product & Services

Corporate Info

Office Building Questionnaire

Major Tenants

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Page 6 of 6

# Major Tenant Name

1.

Square Feet

Add

Cancel

<<Amenities/Mkt Notes

Clear

Submit Questionnaire

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FIG.67

COSTAR

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Thank You!

Thank you for submitting your office questionnaire!

A CoStar Group research analyst will be contacting you shortly.

Please keep this tracking number for your records: 602

Click here to return to the CoStar home page

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FIG.68

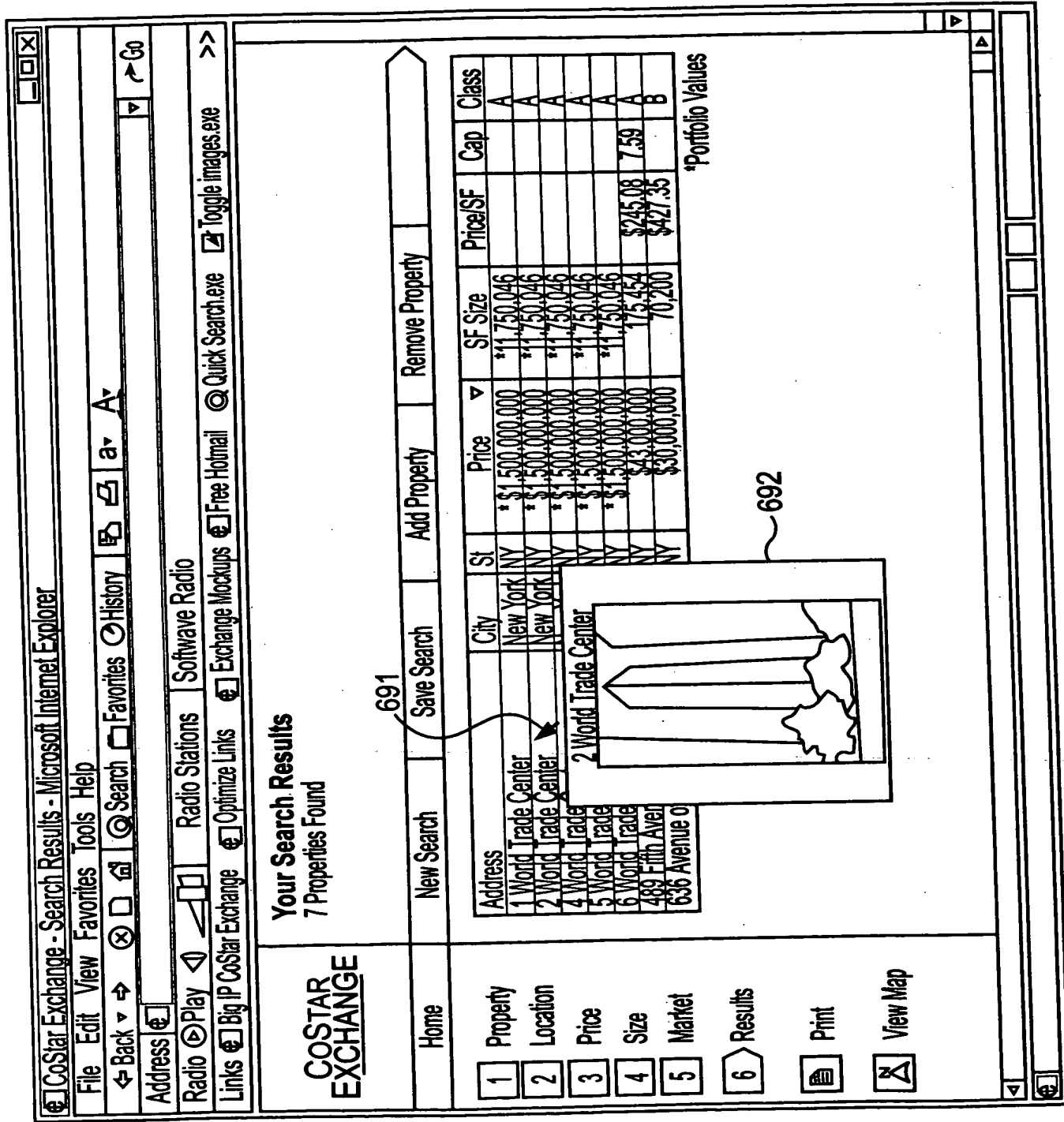


FIG. 69

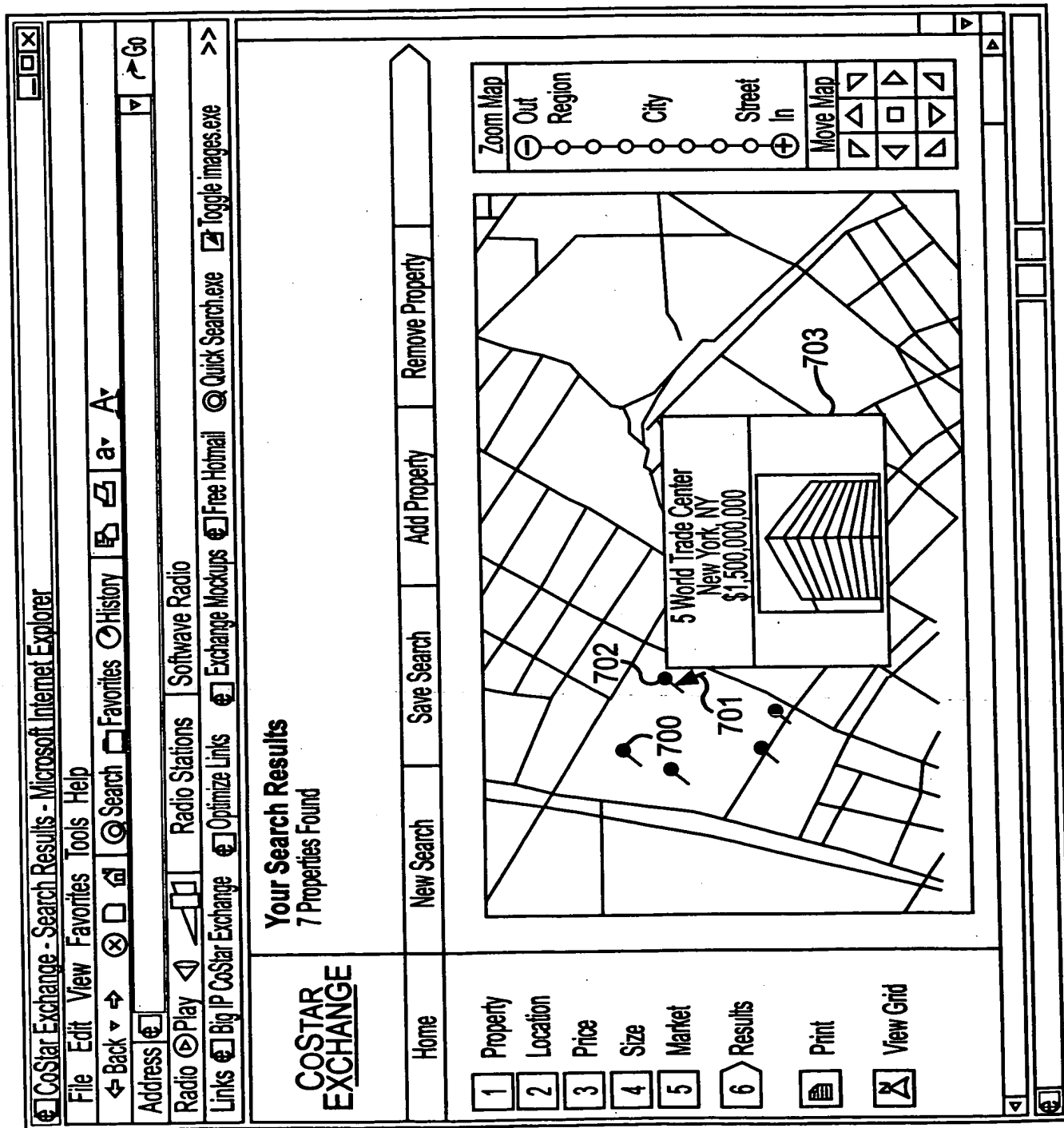


FIG.70

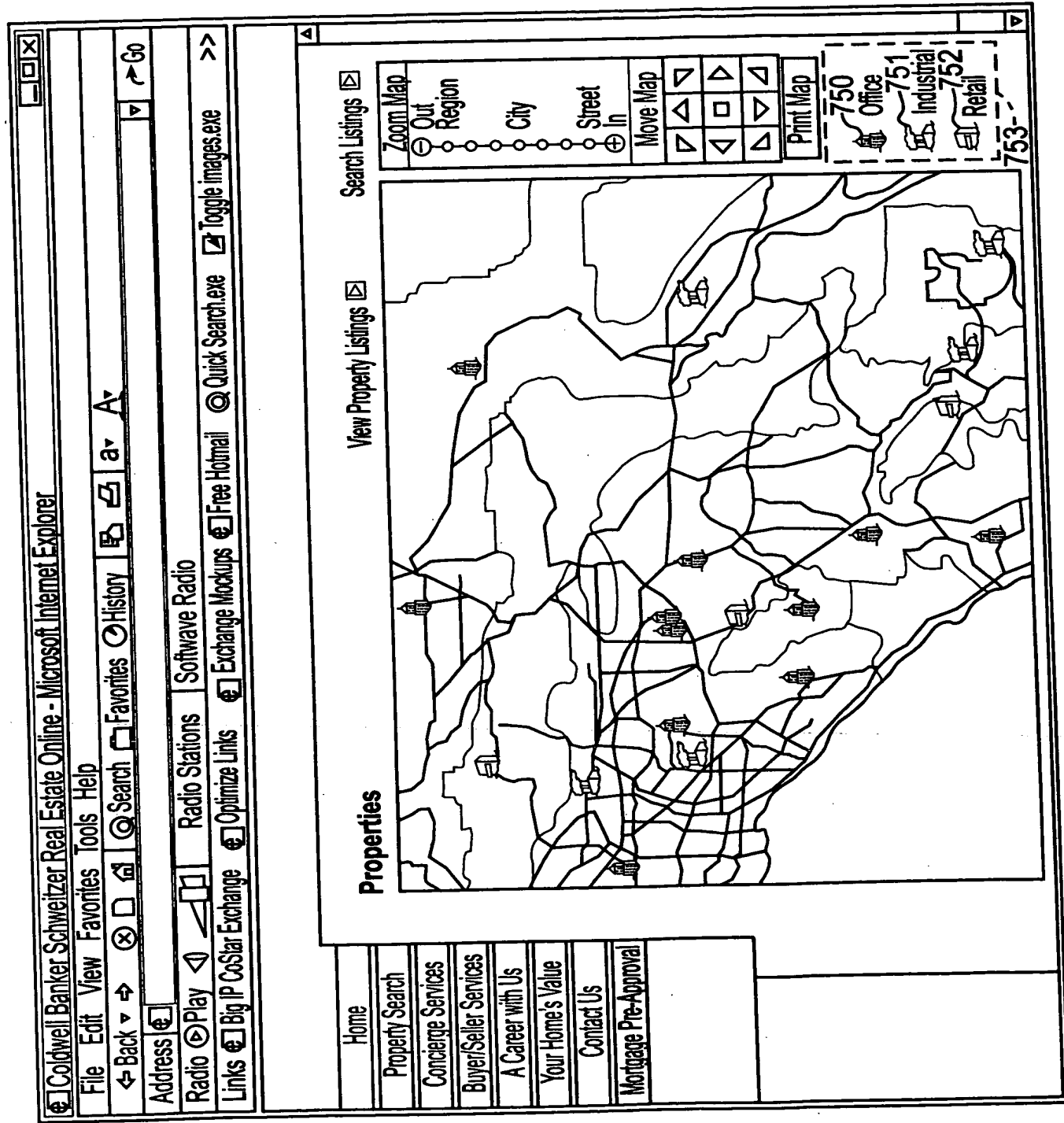
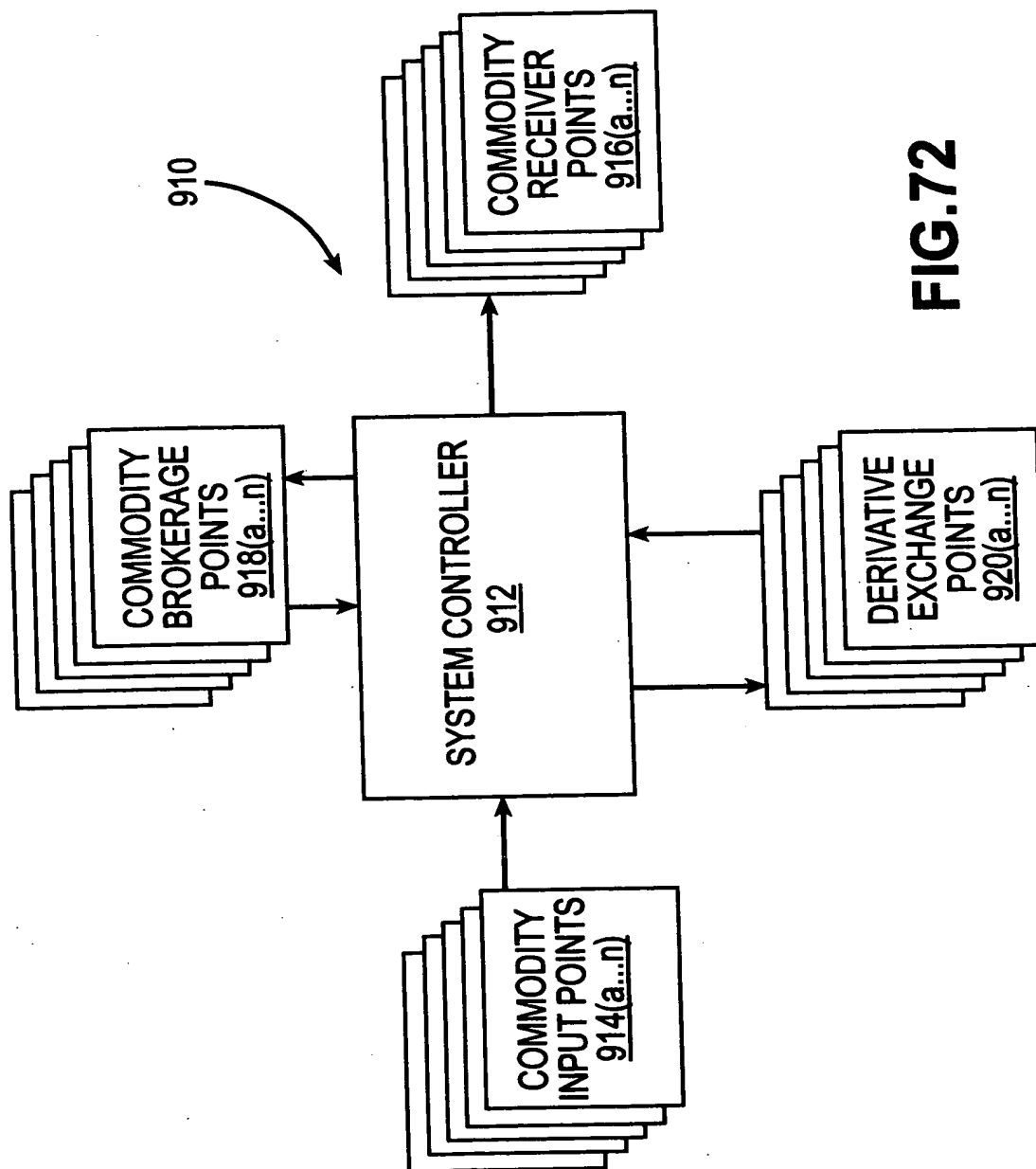


FIG.71





**FIG. 72**

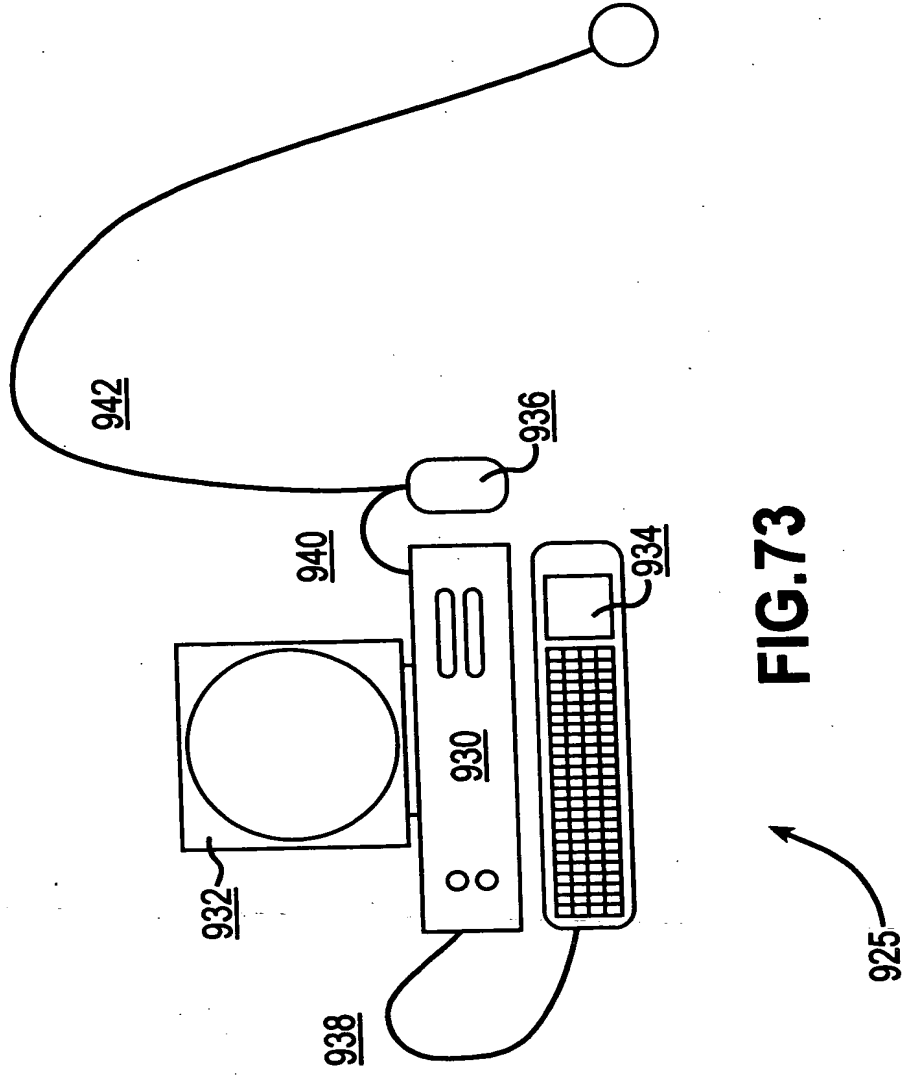


FIG.73

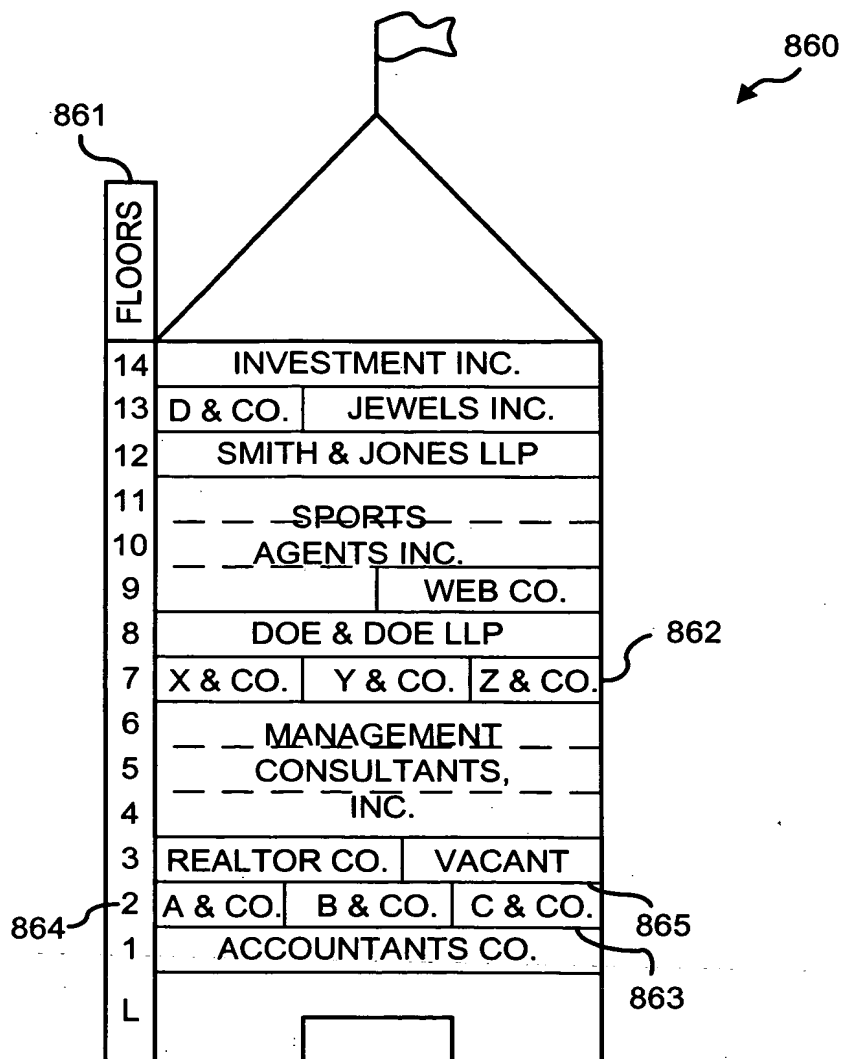


FIG. 74

0947303 101101  
TOTOT ED/E/560

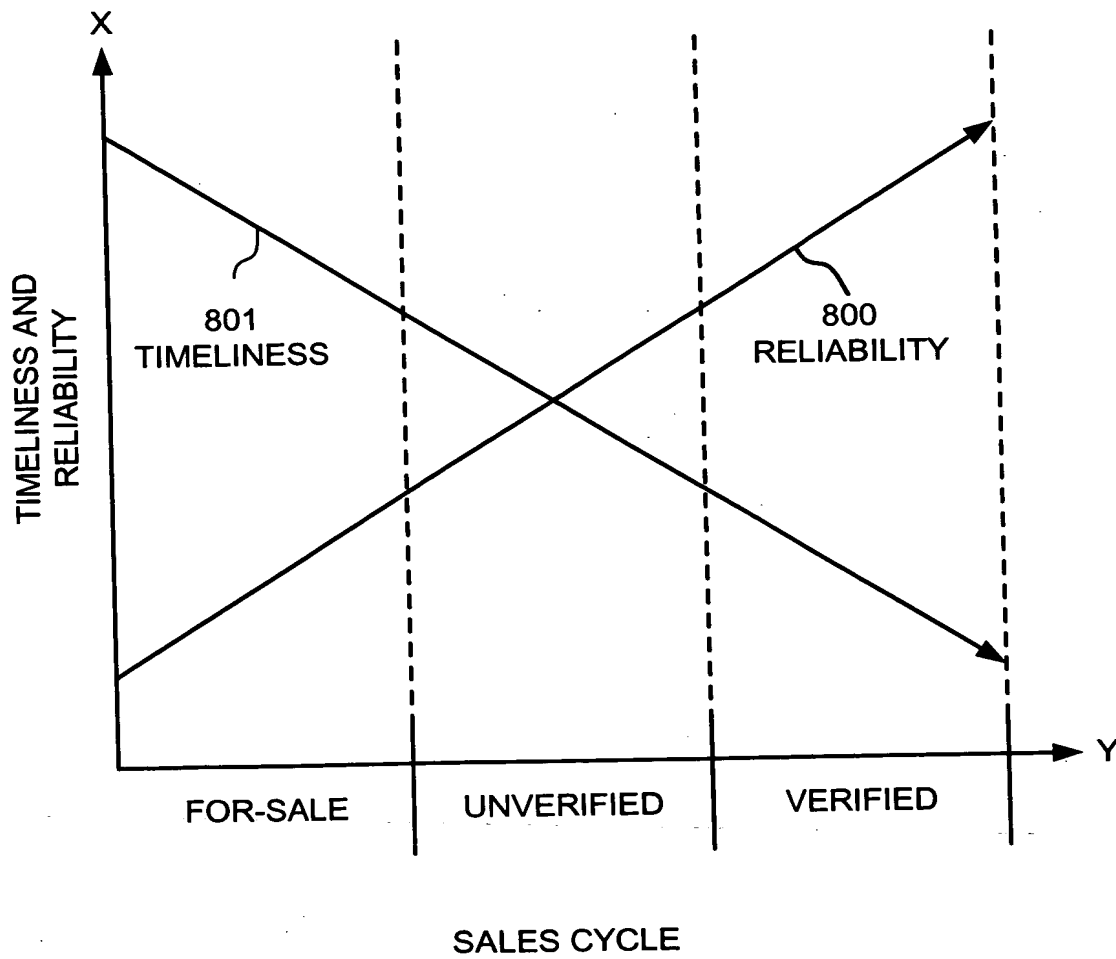


FIG. 75

# COMMERCIAL

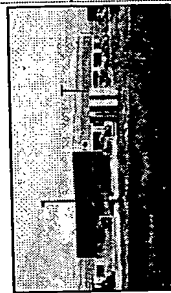
## Featured Properties

### 1376 Blue Oaks Blvd

Bldg 6 • Roseville, CA 95747

11,520 Square Feet (Divisible). Parking 4/1,000. Fiber Optics Available.

More information on this property



### 1544 Eureka Rd

Phase IV • Roseville, CA 95661

Two story, Class A, 52,500 square foot office building plus eight single story office buildings for a total of 142,900 square feet. Immediate access to Interstate 80. Excellent parking and access. Walk to several restaurants. High visibility signage. Prestigious Olympus Pointe location. Suites from 1,800 to 52,500 sq. ft. available.

More information on this property



Look up

Properties

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Map Properties

For Sale

All Properties

Search Properties

Map Properties

Calculators

Office Space Calculator

Professional

Broker Mailers

Client Log In

## Properties For Lease

Previous Next

Sort by:	Address	City	State	Area	Type	Class	Year	Size	Space	Annual
	925 Bryant St				Showplace Square			39,375 SF	Negotiable	
	Building Type:				Office					
	Building Class:				Quality					
	Year Built:				1967, Renov 2000					
	Building Size:				39,375					
	921 11th St				Down town					

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San Francisco  
Cor  
Rob Macca

Figure 76